



5 January 2002

# WEED KILLER ●

Please turnover page for more information

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**First draft of  
LPS proposals  
circulated**

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**Herbal remedy  
use on NHS to  
be encouraged**

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**ETP set-up  
costs to be  
paid by DoH**

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**Pharmaceutical  
care: keep it in  
the business**

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# WEED K

## New NiQuitin CQ 4mg Lozenges offer unsurpassed NRT quit rates

When your customers want to quit once and for all, you might be their best chance.

For those who normally smoke within 30 minutes of waking, a recommendation for new NiQuitin CQ 4mg Lozenges can triple their chances of quitting compared with placebo. What's more, success rates with good compliance can be over five times greater than with placebo.<sup>1\*</sup>

With NiQuitin CQ 4mg Lozenges you offer a success rate unsurpassed by any other form of NRT.<sup>1,2</sup>  
End of story.

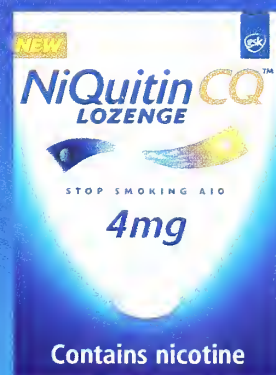
\*Measured at 6 weeks, users taking more than the median dose (8.2 4mg Lozenges per day) during the first two weeks of treatment.

**NiQuitin CQ Lozenge Product Information.** Presentation: White, round lozenge, available in two strengths: NiQuitin CQ 2mg Lozenge containing 2mg nicotine (as 11.1mg nicotine polacrilex) marked NL2 on one side and NiQuitin CQ 4mg Lozenge containing 4mg nicotine (as 22.2mg nicotine polacrilex) marked NL4 on one side. Indications: Relief of nicotine withdrawal symptoms, including craving, associated with smoking cessation. If possible, use with a stop-smoking behavioural support programme. Dosage and administration: Adults: Users must stop smoking completely. NiQuitin CQ 2mg Lozenges are suitable for those who smoke 30+ mins after waking and NiQuitin CQ 4mg Lozenges are suitable for those who smoke within 30 mins of waking. Treatment is in 3 steps. Step 1 (weeks 1 to 6), start with 1 lozenge every 1 to 2 hours. Step 2 (weeks 7 to 9), step down to 1 lozenge every 2 to 4 hours. Step 3 (weeks 10 to 12), step down to 1 lozenge every 4 to 8 hours. Over the next 12 weeks, use 1 to 2 lozenges per day only on occasions when strongly tempted to smoke. During weeks 1 to 6 it is recommended that users take a minimum of 9 lozenges per day. Users should not

exceed 15 lozenges per day. Do not use for more than 24 weeks (6 months); if users still feel the need for treatment, they should consult a physician. Place 1 lozenge in the mouth and allow to dissolve. Do not move the lozenge from side to side in the mouth until completely dissolved (approximately 20–30 minutes). Do not chew or swallow whole. Do not eat or drink while a lozenge is in the mouth. Contraindications: Do not use if allergic to any of the ingredients. Precautions: Use only on doctors' advice if the user has hypertension, peptic ulcer, severe irregular heartbeat, unstable or worsening angina, resting angina. Hypersensitivity to any of the ingredients. Severe kidney or liver impairment, pheochromocytoma, hyperthyroidism, diabetes, cardiovascular disease (e.g. heart failure, stable angina, cerebrovascular disease, vasospastic diseases, occlusive peripheral vascular disease). For sufferers of phenylketonuria – contains aspartame which metabolises to phenylalanine. Those on a low sodium diet – each dose contains 15mg sodium. Users with active oesophagitis, pharyngeal inflammation, gastritis or peptic ulcer may experience symptom exacerbation. No known



# ILLER



## Help bring smoking to a full stop

NiQuitin CQ™ 2mg Lozenge  
available for those who smoke  
after 30 minutes of waking

to drive but smoking cessation itself can cause behavioural changes. **Interactions:** Concomitant  
on may need dose adjustment; caffeine, theophylline, imipramine, pentazocine, phenacetin,  
zone, insulin, tacrine, domipramine, olanzapine, fluvoxamine, flecainide and adrenergic blockers  
randol) may need dose decrease; adrenergic agonists (e.g. salbutamol) may need dose increase  
ene, frusemide and H<sub>2</sub>-antagonists may also require dosage adjustment as smoking may alter  
cts. **Side effects:** Adverse reactions may be similar to those caused by the effects of nicotine which  
dependent, or from smoking cessation. Headache, dizziness, mood swings, irritability, anxiety and  
can occur, and may also be due to nicotine withdrawal. Commonly reported adverse events include  
vomiting, dyspepsia, hiccup, flatulence, diarrhoea, constipation, appetite changes, mouth  
ulceration, pharyngitis, coughing, wakefulness. Uncommon adverse events include general malaise,  
itching, sweating, gingival or nose bleed, palpitations, tachycardia, chest pain, flushing, nasal or  
itation, chest infection, dyspnoea, asthma exacerbation, taste disturbance, halitosis, gagging, lip

soreness or ulceration, tooth or jaw ache, oesophageal reflux, peptic ulcer, abdominal cramps, excessive  
thirst, nocturia, lightheadedness, nightmares, restlessness, migraine, convulsions, sensory disturbance,  
unconsciousness. **Pregnancy and lactation including trying to become pregnant:** Pregnant or nursing  
women should be advised to try to give up smoking without nicotine replacement therapy, but should this  
fail, a medical assessment of the risk/benefit should be made. **Legal category:** P. **Product licence number:**  
NiQuitin CQ 2mg Lozenge PL 00079/0369; NiQuitin CQ 4mg Lozenge PL 00079/0370. **Product licence**  
**holder:** GlaxoSmithKline Consumer Healthcare, Brentford, TW8 9GS, U.K. **Pack size and RSP:** 36's £8.99;  
72's £17.49. **Date of last revision:** September 2001. **NiQuitin CQ** is a registered trademark of the  
GlaxoSmithKline Group of Companies.  
**References:** 1. Data on file, GlaxoSmithKline, 2000. 2. Silagy C, Mant D, Fowler G *et al*. Nicotine replacement  
therapy for smoking cessation (Cochrane Review). In: The Cochrane Library, Issue 1, 2001. Oxford: Update  
Software.



# DOUBLE WWWHAM-Y




New, **pharmacy only**, double strength (10% ibuprofen) gel.

**Product information. Nurofen Gel Maximum Strength:**

Gel for topical administration containing ibuprofen 10%w/w. **Indications:** For the relief of pain and inflammation associated with backache, non-serious arthritic conditions, rheumatic and muscular pain, sprains, strains, sports injuries and neuralgia. **Dosage:** Adults, the elderly and children over 14 years: Squeeze 2 to 5cm of the gel (50 to 125mg ibuprofen) from the tube and lightly rub into the affected area until absorbed. The maximum number of applications of 5cm gel in any 24 hours is four. Wash hands after each application. The dose should not be repeated more frequently than every four hours. Do not exceed the stated dose. Review treatment after 2 weeks, especially if the symptoms worsen or persist. Children under 14 years: Do not use on children under 14

years of age except on the advice of a doctor. **Precautions and Warnings:** Apply with gentle massage only. Avoid contact with eyes, mucous membranes and inflamed or broken skin. Discontinue if rash develops. Hands should be washed immediately after use. Not for use with occlusive dressings. The label will state: Do not exceed the stated dose. Keep out of the reach of children. For external use only. If symptoms persist consult your doctor or pharmacist. Do not use if you are allergic to ibuprofen or any of the ingredients, aspirin or any other painkillers. Consult your doctor before use if you are taking aspirin or any other pain relieving medication, you are pregnant. Not recommended for children under 14 years. **Side Effects:** Hypersensitivity reactions have been reported following treatment with ibuprofen. These may consist of

a) non-specific allergic reaction and anaphylaxis, b) respiratory tract reactivity comprising of asthma, aggravated asthma, bronchospasm or dyspnoea, or c) assorted skin disorders including rashes of various types, pruritis, urticaria, purpura, angiodema and less commonly, bullous dermatoses (including epidermal necrolysis and erythema multiforme). Gastrointestinal: abdominal pain, dyspepsia. **Product Licence Number:** PL 10972/0082. **Licence Holder:** Goldshield Group PLC (trading style: Goldshield Pharmaceuticals) NL Tower, 12-16 Addiscombe Road, Croydon CR0 0. **Legal Category:** P **Price:** MRRP £5.25 **Date of preparation:** June 2001. Distributed by Crookes Healthcare Limited, Nottingham, NG2 3AA. NU295.  CROOKES HEALTHCARE



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The Department of Health is gearing up to publish finalised details about local pharmaceutical service pilots. A draft proposals paper has been issued to select groups for comment before the end of the month

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# HAs may be compelled to explain pilot choices

Health authorities will most likely have to justify why they have not accepted outline proposals for local pharmaceutical service pilots, according to a draft Government document.

However, "satisfactory" pilot proposals may be approved on a "first come first served" basis "given that there will be a limit to the amount of non-discretionary funding". And while dispensing doctors or primary care organisations may not offer LPS, NHS trusts and bodies corporate, will be able to participate in LPS whether or not they are currently conducting a lawful retail pharmacy business.

Existing providers of pharmaceutical services who leave the current contract to provide LPS will be allowed to revert – under agreed terms – to the former contract status once the

LPS pilot ends, or if terminated by the Secretary of State, says the document. "This is meant as a re-admission rather than an opportunity to become a pharmaceutical services contractor by a route which circumvents the current rules for becoming a pharmaceutical service contractor."

Health authorities and primary care trusts may also propose pilots if no suitable plans are received, for example in a priority area for healthcare provision. However, before implementation, HAs or PCTs will have to assess the likely effect on the provision of existing pharmacy and GP services, as well as what effect it may have on other PCT areas.

Overall, full proposals will require "substantial details of the proposed scheme, its contribution to health gain, improved access,

quality of service and value for money," says the limited-circulation consultation paper issued shortly before Christmas. The proposals have been sent to members of the Medicines Management Advisory Group, the LPS Reference Group, and PharmNet for comment by January 30 prior to the development of full DoH guidance expected later this spring.

The draft emphasises: "The paper does not represent settled Department of Health policy, and may therefore be subject to change." It further adds that it is likely separate consultation on individual aspects will occur, and that any proposed regulations will have to be laid before Parliament and will only come into effect if there is no resolution made against them.

Included in the proposals are examples of types of provider arrangement which may be considered within LPS. Possible scenarios include pharmacy contractors who:

- want to move to a more clinical contract where remuneration is not dependent on the number of prescriptions dispensed
- wish to continue to provide dispensing and pharmacy services to the general public, but also develop specific services for specific groups, such as drug misusers
- wish to retain their current contract status, but also join in a "legal entity" with other pharmacy contractors or other health and non-health professionals to provide additional LPS pilots – in this case the LPS contract would be with the legal entity.

## LEGISLATION

### DoH backs scripts for pets

The Government has supported proposals that vets should issue prescriptions rather than just supply pet owners directly with medicines.

However, it would prefer not to legislate to make this happen. Instead it supports the view that vets should be allowed to charge for issuing a prescription and wants more professional guidance on the matter.

Furthermore, the Government will not support proposals that would allow human generic medicines to be prescribed for animal treatment. This means it is unlikely that it will be possible to use a medicine licensed for human use in treating animals, unless there is no authorised veterinary medicine available.

The views come in the Government's interim response to the *Independent Review of Dispensing by Veterinary Surgeons of Prescription-Only Medicines*, otherwise referred to as the *Marsh Report*.

The National Office of Animal Health, which represents manufacturers of animal

medicines is pleased that medicines classification is likely to remain on a product-by-product basis. It says the *Marsh Report* proposals to allow use of human generic medicines in companion animal medicine would be detrimental to medicines availability in the long term.

"There would be no incentives for companies to invest in new pet medicines, or to research extending their use to different species," it said, adding that as human medicines do not have specific animal dosages or formulations, vets would not benefit from the knowledge base of the animal medicine manufacturers.

The Veterinary Medicines Directorate is now seeking views on the Government's interim response.

Comments should be sent by March 29 to the VMD, Woodham Lane, New Haw, Addlestone, Surrey KT15 3LS.

**For more information:**  
<http://www.vmd.gov.uk/>  
Tel: 01932 336911.

## LEGISLATION

### GSL amendments issued

Regulations relating to the General Sales List status of aspirin 75mg, liquid ibuprofen, cetirizine, loratidine, and ibuprofen lysine have been issued.

Coming into force on December 24, 2001, the regulations amend the GSL by:

- increasing the maximum pack size from 16 to 28 of non-effervescent enteric-coated aspirin tablets 75mg for sale from premises other than pharmacies
- allowing general sale of liquid preparations of ibuprofen where the product contains not more

than 20 unit doses of not more than 5ml

- allowing general sale of cetirizine hydrochloride or loratidine tablets in containers of not more than seven tablets
- allowing general sale of products containing ibuprofen lysine in packs of not more than 16 tablets.

**For more information:**  
The Medicines (Sale or Supply)(Miscellaneous Provisions) Amendment Regulations 2001. ISBN 0 11 039074 1; SI 3849

## Questiontime

**Do you think the Royal Pharmaceutical Society should be the registration body for pharmacy staff?**

- Yes ● No ● Don't know

You can record your answer on our website [www.dotpharmacy.com](http://www.dotpharmacy.com) on the home page. Select your answer and then click on the vote box. Your answer is automatically collated.

You have until noon on January 8 to cast your vote. We will publish the result in *C&D*, January 12.



## Drugs bill forecast to grow 10pc

The drugs bill for this financial year is forecast to grow 10 per cent compared to an average of 8 per cent over the last five years.

The increase has been attributed to guidance issued by the National Institute for Clinical Excellence and the effect of National Service Frameworks, according to the Department of Health.

In its prescribing and budget setting guidance for primary care organisations for 2002/3, the DoH has warned PCOs of important factors that may influence prescribing costs next year including:

- NICE guidance with the statutory obligation to fund treatments recommended by the Institute from January 1
- NSF's – especially diabetes, with £60 million earmarked within unified allocations for the CHD programme
- newly-licensed drugs
- nurse prescribing – although if managed properly this should not affect drug costs
- out-of-hours prescribing – as part of new arrangements to improve patients access to medicines, prescribing budgets will be allocated for OOH services
- gluten-free foods – the DoH said new arrangements for the supply of gluten-free foods will probably mean that expenditure on these products will no longer be chargeable to individual GPs
- walk-in centre prescribing.

Health authorities and PCOs are also advised to develop risk-management strategies to cope with in-year prescribing pressures and incentives to improve prescribing.

From April 1, day-to-day management of prescribing will fall to PCTs, apart from a few HAs that retain responsibility for a small number of PCGs.

Budget-setting guidance and a budget-setting utility is available on the Prescribing Support Unit website.

For more information:

[www.psu.ppa.nhs.uk](http://www.psu.ppa.nhs.uk)

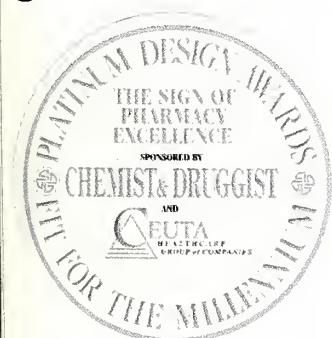
[www.doh.gov.uk/prescribingbudgets](http://www.doh.gov.uk/prescribingbudgets)



Pharmacists across continental Europe were faced with a new currency on New Year's Day, as the Euro was introduced in 12 countries. To mark the launch, a giant Euro sign was set up outside the European central bank in Frankfurt by Europoint, a local independent organisation

C&D

## Get noticed - go Platinum



There are only a few weeks left to get your shopfit recognised with a Platinum Design Award and win a share of £5,000 prize money.

The Platinum Pharmacy Design Awards, co-sponsored by *Chemist & Druggist* and Ceuta Healthcare, are open to anyone who has designed, refitted or redeveloped a pharmacy between January 2000 and December 2001.

As well as a share of the £5,000 prize fund, you will be in with a chance to win a luxury holiday for two. The closing date for entries is February 1. For more details on how to enter, see the advertisement on page 31.

## NHS to use more herbal remedies

Herbal remedies are to be promoted for use on the NHS under plans by Health Secretary Alan Milburn to increase access to alternative therapies.

Whitehall sources said GPs are likely to be paid to refer patients for alternative therapy under proposals being drawn up by health ministers for the new year. It is not clear how much they will be paid but ministers want the incentive to be enough to increase referrals.

Mr Milburn has appointed Professor Michael Pittilo, pro vice-chancellor in charge of academic quality at Hertfordshire University, to chair an independent working group that will draw up the proposals for statutory regulation of herbal medicine.

Although patients can already be referred for alternative therapies on the NHS, at the discretion of GPs, surveys show that two-thirds of GPs do not provide access to complementary

therapies and those who do expect patients to pay.

"It is time to give serious consideration to the options that various complementary therapies can offer," said a DoH spokesman.

The working group will seek agreement with the professions involved. It is not clear whether they will consult directly with pharmacists. The legislation will remove the liability for the alternative therapies from the general practitioner as part of the attempts to persuade more GPs to refer patients.

The National Institute for Clinical Excellence has also been asked to evaluate the effectiveness and efficiency of various complementary medicines such as acupuncture, yoga and aromatherapy for use by the NHS. The report is expected early this year.

The review will also decide whether acupuncture should be subject to statutory regulation.



# NPA view

## Clinical governance – an opportunity, not a threat

NPA chief executive John D'Arcy explains what clinical governance means to community pharmacists



Clinical governance is a key Government priority for the new NHS and is one of the “buzz” NHS expressions on the lips of virtually all involved in healthcare. But what exactly does it mean and how will it affect everyday practice?

Quite simply, clinical governance is a means for achieving improvements in quality of patient care. None of us would argue against that being our priority, but as with any new concept, clinical governance may appear threatening at first sight.

It should not! It should be seen as an opportunity for community pharmacy to demonstrate the supportive role it can play in delivering quality care to patients.

The DoH is issuing guidelines on good practice in clinical governance in community pharmacy to health authorities and PCTs. The National Pharmaceutical Association has had input into those guidelines. Community pharmacy will have to address clinical governance in its own right but will also be expected to contribute to local multi-disciplinary clinical governance initiatives.

The Government has indicated

that the participation of community pharmacy in local arrangements will be a key area in the review of the national contract.

Don't be intimidated by clinical governance. Many of the principles behind the term will already be familiar. The key elements of pharmaceutical clinical governance include:

- risk management
- significant event analysis
- pharmaceutical and clinical audit
- handling complaints
- involving patients and carers
- continuing professional development.

Clinical governance covers a wide range of services and systems in community pharmacy and so its implementation will take time. The NPA will shortly be issuing “How to Do It” guidance to help incorporate clinical governance into daily work.

Risk management is a key priority in the Chief Medical Officer's report, “An organisation with a memory – 2000” which sets a target to reduce the frequency of serious medication errors by 40 per cent by 2005. The Royal Pharmaceutical Society has a professional requirement that by January 1, 2005, all community pharmacies will need to implement standard operating procedures for the dispensing process.

Ensuring that risk management procedures operate in pharmacies will help keep Chemist Defence Association premiums low. I urge members in England most strongly to enrol in one of the CPPE workshops on risk management being held at locations throughout the country. These workshops, developed with the NPA, will help you to meet the Government's requirements for clinical governance and the RPSGB's requirements for standard operating procedures.

### PRACTICE

## NICE issues advice to GPs on referrals

The National Institute for Clinical Excellence has issued a guide on appropriate referral practice to the NHS in England and Wales.

The publication, *Referral Advice*, covers 11 common conditions but is not intended as formal NICE guidance. It is designed to be a resource to stimulate local health communities to discuss referral issues and to develop their own referral protocols.

The conditions covered are acne, acute low back pain, atopic eczema in children, menorrhagia, osteoarthritis of the hip and knee,

persistent otitis media with effusion (glue ear) in children, psoriasis, recurrent episodes of acute sore throat in children aged up to 15 years, urinary tract “outflow” symptoms in men and varicose veins.

The topics, which were referred to NICE by the Department of Health and the National Assembly for Wales, were selected because they covered areas where there is uncertainty about which patients might benefit from specialist services.

For more information:  
[www.nice.org.uk](http://www.nice.org.uk)



The National Pharmaceutical Association was presented with a Special Award for Innovation for its Pharmacy Services Level 3 NVQ for dispensing technicians. At the National Training Awards ceremony, held in December, the NPA was one of only eight training providers to receive a special award for the NVQ which was judged to be particularly innovative in its delivery and in its target audience. The NPA's head of training, Ailsa Benson, said: “We are delighted to receive this additional award in recognition of the programme.” Pictured left to right: Krishnan Guru-Murthy, Channel 4 newsreader; Ailsa Benson, NPA's head of training; Lesley Johnson, pharmacist training officer, NPA; Maggie Jordan, administrative assistant NPA training department; Sian Lloyd, ITV weather forecaster

### PSNI

## Council appointee

Dr Tony McGleenan has been appointed to the Council of the Pharmaceutical Society of Northern Ireland.

A lawyer specialising in the field of public law, Dr McGleenan is the Queen's University appointee.

### PSNI

## CMO is knighted

Professor Liam Donaldson, chief medical officer at the Department of Health, has been knighted in the New Year's Honours.

There were no awards honouring people specifically for services to pharmacy or the pharmaceutical industry.





**PLUS** codeine

**PLUS** pharmacy-strength

**PLUS** Nurofen, the No 1 name in pain relief<sup>1</sup>

A huge plus for your pharmacy

**Product information.** Nurofen Plus: Each tablet contains 200mg ibuprofen Ph Eur and 12.8mg Codeine Phosphate Ph Eur. **Indications:** For the relief of pain in such conditions as rheumatic and muscular pain, backache, neuralgia, migraine, headache, dental pain, dysmenorrhoea, feverishness, symptoms of colds and influenza. **Dosage and Administration:** Adults and Children over 12 years: one or two tablets every four to six hours. Do not take more than 6 tablets in 24 hours. Not for use by children under 12 years of age. **Elderly:** No special dosage modifications are required unless renal or hepatic function is impaired, in which case dosage should be assessed individually. **Contraindications:** Patients with existing, or a history of, peptic ulceration. Hypersensitivity to any of the constituents, aspirin or other non-steroidal anti-inflammatory drugs (NSAIDs). Patients with a history of bronchospasm, rhinitis, urticaria, associated with aspirin or other NSAIDs. Hypersensitivity to codeine, respiratory depression, chronic constipation. **Precautions and Warnings:** Caution is required in patients with renal, cardiac or

hepatic impairment. In patients with renal impairment, renal function should be monitored since it may deteriorate following the use of NSAID. Bronchospasm may be precipitated in patients suffering from, or with a previous history of, bronchial asthma or allergic disease. The elderly are at an increased risk of consequence of adverse reactions. Undesirable effects may be minimised by using the minimum effective dose for the shortest possible duration. Should be used in caution in patients with hypotension and/or hypothyroidism. The tablets should be used in caution in patients with raised intracranial pressure or head injury. The label states: Do not use if you have a stomach ulcer or are allergic to ibuprofen (or any of the ingredients of the product) or aspirin. If you are allergic to or are taking any other painkiller, pregnant, or suffer from asthma, speak to your doctor before taking Nurofen Plus. Do not exceed the stated dose, keep out of the reach of children, if symptoms persist consult your doctor. **Side Effects:** Hypersensitivity reactions have been reported following treatment with ibuprofen. These may consist of (a)

non-specific allergic reaction and anaphylaxis, (b) respiratory tract reactivity comprising of asthma, aggravated asthma, bronchospasm or dyspnoea, or (c) assorted skin disorders, including rashes of various types, pruritis, urticaria, purpura, angiodema and, more rarely, bullous dermatoses (including epidermal necrolysis and erythema multiforme). Gastro-intestinal - abdominal pain, nausea and dyspepsia. Occasionally peptic ulcer and gastro-intestinal bleeding. Renal - papillary necrosis which can lead to renal failure. Others - hepatic dysfunction, headache, dizziness, hearing disturbance. Rarely thrombocytopenia. Side effects of codeine include constipation, respiratory depression, cough suppression, nausea and drowsiness. **Product Licence Number:** PL 0327/0082 **Licence Holder:** Crookes Healthcare Limited, Nottingham NG2 3AA. **Legat Category:** P **Price:** MRRP: 12's: £2.45, 24's: £4.65, 48's: £8.15, 72's: £9.99. **Date of Preparation:** October 2001. **Reference:** 1. I.R. data MAT March 2001 Value and Volume. NFN 341



CROOKES  
HEALTHCARE



# WHEN CUSTOMERS ARE AT HIGHER RISK OF DEVELOPING DVT

**Scholl**

**Scholl**

*The leading name in compression therapy*

## Flight Socks

**Compression Level 14-17 mmHg**

Use a **Clinically Proven** Graduated Compression System to improve blood flow and help relieve leg discomfort

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- Swollen ankles
- Tired aching legs

*in addition, a prevent superficial varicose veins - DVT relief*

*This product conforms to EN12047-1:1997*

**Flight Socks**

**Compression Level 14-17 mmHg Class 1**

*Look like ordinary socks*



## New Class 1 Flight Socks from Scholl. Prepare for take off.

Compression hosiery is now a recognised preventive measure against developing DVT on flights of four hours or more, as it helps counteract possible circulatory problems that may be caused by cramped seating, dehydration and lack of exercise.<sup>1,2</sup>

Scholl the No.1 brand in Compression Hosiery<sup>3</sup> now offers a range of easy to wear Flight Socks suitable for men and women of all ages. In addition to Scholl Flight Socks (10mmHg), Scholl have now introduced New Scholl Flight Socks Class 1 (14-17mmHg) for those customers at a higher risk.

In its on-going commitment to category growth, Scholl will be supporting the brand with a programme of consumer education and awareness including national press advertising and public relations. Look out for your SSL representative for full details.

**Who is at higher risk?** Everyone is at risk, including those with no previous history of leg swelling (oedema). However, based on the House of Lords Select Committee on Air Travel and Health<sup>4</sup> the following risk factors are considered to increase the chances of a DVT developing: Personal or family history of blood clots, age over 40, pregnant women and those who have recently given birth, female hormone medications including contraceptive pill and HRT, height over six feet tall or under five feet, obesity, former or current malignant disease, varicose veins, heart disease, recent surgery or injury, especially to lower limbs or abdomen, inherited acquired blood clotting defect e.g. factor V Leiden, prolonged immobilisation. If you are at all concerned about your customer please refer them to a GP or Practice Nurse for further advice as they may wish to prescribe a higher level of compression or additional prophylaxis. **References:** 1 Giangrande P. (1999) Thrombosis and Air Travel, Aviation Health Institute, Oxford. 2 Aerospace Medical Association (1997), Medical Guidelines for Airline Travel, Virginia. 3 Data on file. 4 The predisposing factors to DVT as identified by the House of Lords Select Committee on Science and Technology 5th Report on Air Travel and Health.



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# DoH promises to cover pharmacists' ETP costs

The Department of Health is promising to cover the cost pharmacists are likely to incur in order to get their computer systems ready for the electronic transfer of prescriptions.

A DoH spokesman said that once the pilots had been completed, evaluated and standards had been determined, the roll out would be funded through Primary Care Trusts.

While no details regarding the eventual system and the funding mechanisms have yet been released, the spokesman confirmed that the DoH "will be looking to fund the upgrading of the pharmacy systems".

Questions had been raised over a true business case and the incentives for taking part in ETP.

Chris Brooker, managing director of PharMed, said that so far the department had not only failed to support pharmacists, but it had actively discriminated against them.

"The DoH has funded successive generations of GP systems, but they put nothing at all into pharmacy," he said.

Ian Shepherd, the Society's head of information management strategy, added that the DoH had only budgeted for the relatively small number of messages being sent between the pilot sites and the

Prescription Pricing Authority during the pilot stage. However, these were set to increase significantly once a system is rolled out.

"Somebody [at the Department of Health] has to start thinking about this quite soon," he commented.

But Mr Brooker still sees a solid business case for pharmacists to get involved in ETP.

In light of increasing prescription numbers and manpower shortages, ETP would allow pharmacists to provide a "virtual" prescription collection service without having to send staff out to collect them.

Mr Brooker also believes that ETP will allow pharmacists to monitor their NHS payments better, as well as being able to resolve potential queries on the same day.

"It will put a stop to the ridiculous situation of vans driving around collecting boxes full of prescriptions," he said.

The biggest benefit from ETP would arise from improved discharge management of patients between hospital and community pharmacies, as well as the opportunities in medicines management.

"It can reposition pharmacists as mainstream healthcare professionals with equal access to patient records.

"Medicines management is the obvious application which justifies putting the infrastructure in place," Mr Brooker said.

Hilary Basely, a spokesman for Flexiscript, said ETP could pave the way for repeat dispensing and sharing other information such as drug allergies and pregnancy.

However, Sid Dajani, a member of the Royal Pharmaceutical Society's Council, warned that unless pharmacists were paid for the service, they should not get involved in ETP.

While acknowledging that ETP was the link to an extended role for pharmacists, Mr Dajani insisted that any spare money would be better spent on improving premises, developing new roles and services.

"These are all things pharmacists could lose their contract over if they don't do it," Mr Dajani said.

Meanwhile, Mr Shepherd also warned that the DoH would not allow anybody to participate in ETP who did not comply with the standards it had outlined.

Software suppliers had to go through an "ETP development" stage, especially surrounding the encryption of messages.

"They have to take quite an active approach to this," Mr Shepherd added.

## Better data on drug industry

Data based on 46 newly-developed performance indicators for the pharmaceutical industry suggests that the UK has a comparatively strong scientific research base, and an impressive record of pharmaceutical innovation. But it also shows a slow uptake of new medicines by prescribers.

The indicators were launched jointly by the Government and the Association of the British Pharmaceutical Industry (ABPI).

The two parties had committed themselves to developing and publishing such indicators as part of the PICTF (Pharmaceutical Industry Competitiveness Task Force) process (see *C&D March 31, p32*).

Twelve of the indicators were classified as "main indicators", including:

- the number of graduates with degrees in science subjects relevant to the pharmaceutical industry
- the amount of venture capital invested in the pharmaceutical industry
- the amount of Government expenditure on research & development in medical and biological sciences
- the proportion of world patents filed for new NME's (new medical entities) as a proportion of world R&D spend
- UK-based companies' number of "global top 75"
- percentage of world pharmaceutical R&D spend.

Similar data will be collected and published annually to establish how this picture is changing over time.

For more information:

[www.doh.gov.uk](http://www.doh.gov.uk), [www.abpi.org.uk](http://www.abpi.org.uk)

## Sankyo takes back price rise

Sankyo Pharma has over-turned the recent price increase on Propain capsules. For full details, check the January 5 *Price List* supplement, and ignore the prices in the current January *Price List*.

Sankyo apologises for any inconvenience caused.



National Co-operative Chemists (NCC) has relocated its town centre branch in Corby, Northamptonshire into a new healthcare centre adjacent to an ambulance station. One of the main aims of the new 1,800ft<sup>2</sup> pharmacy, which is located in the city's Forest Gate, is to develop local pharmaceutical services and eventually run clinics. Roy Carrington, NCC's chief executive, said the future for pharmacy was to move beyond the traditional shopping locations and work in close proximity with doctors, nurses and other healthcare professionals



# Generics firms face fines over lack of sales data

The Department of Health is set to fine generic manufacturers if they don't supply the requested information relating to certain product sales by January 31.

A statutory instrument has been passed in which the Government is asking for specific information relating to:

- the number of packs for each product sold through wholesalers, dispensing doctors and pharmacists
- the income generated by the sale of each product
- the identity of the manufacturers and the charges made in cases where the product is not manufactured in-house
- the number of packs supplied to pharmacists and dispensing doctors directly
- the number of packs supplied to wholesalers.

The information requested

relates to the year to December 31, 2000.

A daily fine will be levied for non-compliance with the statutory instrument by the end of January deadline.

Manufacturers with sales to the National Health Service of less than £5 million will be fined £250 per day during the first fortnight of exceeding the deadline. The fine for manufacturers with NHS turnover of between £10m and £100m will be £2,500 per day during the first two weeks. Manufacturers with sales of more than £100m face a daily fine of £5,000. After the initial two weeks the fine will be doubled.

However, John Beighton, the new chairman of the British Generic Manufacturers' Association, insisted that the new statutory instrument did not pose a problem for manufacturers.

## WHOLESALE

# Gehe director in charge of European wholesaling

Gehe AG is transferring overall responsibility for its European wholesale business to Jacques Ambonville, a French pharmacist who has been a Gehe board member since 1995.

Mr Ambonville is currently chief executive of OCP group and is responsible for wholesaling in France, Portugal, Belgium and Italy.

The move mirrors the situation in Gehe's European retail business, responsibility for which lies with Mike Ward.

"It is nonsensical that at a time when Europe moves ever closer this is not reflected in our company," explained Dr Fritz Oesterle, Gehe's chief executive.

It also paves the way for wider scale restructuring in the wholesaling business, details of which are expected to be released during the first quarter of this year.

Jürgen Ossenbeng-Engels, who had been in charge of Gehe's



**Jacques Ambonville: broader responsibility in Europe**

German and Czech wholesale businesses has resigned.

Mr Ossenbeng-Engels will be succeeded by Wolfgang Mähr, who will run the German wholesale business.

## INDUSTRY

# Bioglan to be 'rescued'

A rescue plan has been agreed for embattled biotechnology company Bioglan, involving its competitors SkyePharma and Quintiles and the company's banks.

The agreement centres on Bioglan's European, US, Canadian and Mexican marketing rights for Solareze, a topical treatment for actinic keratosis, which it acquired from SkyePharma.

Bioglan will transfer the American rights for the treatment (US, Canada, Mexico) to Quintiles and will receive £15 million. It will also receive a fee for providing marketing, distribution and promotional services. However, the company will retain the European rights for Solareze, which is currently marketed in the UK, Germany and Sweden.

Bioglan has also agreed to pay SkyePharma the \$12.5m (£8.6m) still outstanding under the licensing agreement. This led SkyePharma to withdraw its threat of terminating the agreement.

Bioglan said it now had enough working capital to continue trading until the end of January.

## Coming Events

### JANUARY 8

#### Leicestershire & Rutland Branch, RPSGB

Care of the terminally ill patient, speaker to be announced, at the Tigers Ground, 7pm for 7.45.

#### Oxfordshire Branch, RPSGB

Helen Darracott (Head of Ethics, RPSGB) on *Pharmaceutical Ethical Dilemmas*, 7.30pm for 8pm, George Pickering Postgraduate Centre, John Radcliffe Hospital.

#### Northern Scottish Branch, RPSGB

What's new? – joint meeting with SCPPE and GPs, 7.30pm, Golf View Hotel, Nairn.

### JANUARY 10

#### Lanarkshire Branch RPSGB

Visit to the new Hairmyres Hospital, East Kilbride.

#### Glasgow Branch, RPSGB

Frank Owens (SPGC chairman) on *Current Remuneration issues in Community Pharmacy*, 7.30pm for 8pm, McCance lecture theatre, McCance Building, University of Strathclyde.

## Product information

**Active Ingredient:** Peppermint oil BP 0.2ml

**Presentation:** Light blue/dark blue sustained release enteric coated capsule.

**Uses:** Relief of the Symptoms of Irritable Bowel Syndrome (IBS).

**Dosage and Administration:**

**Adults and Elderly:** 1 or 2 capsules three times a day, according to discomfort, for up to 2 weeks.

With medical advice may be used up to 3 months.

**Children:** No experience below the age of 15 years.

Do not take immediately after food or with indigestion remedies.

**Special Warnings and Precautions:**

The capsules should be taken whole, they should not be broken or chewed because this would release the peppermint oil prematurely, possibly causing local irritation of the mouth or oesophagus.

The diagnosis of IBS should be confirmed by a doctor.

A doctor should be consulted where -

- (a) patient is 40 years or over with changed symptoms or long gap since last attack,
- (b) blood passes from the bowel,
- (c) nausea or vomiting,
- (d) paleness/tiredness,
- (e) severe constipation,
- (f) fever,
- (g) recent foreign travel,
- (h) pregnancy or possible pregnancy,
- (i) abnormal vaginal discharge or bleeding,
- (j) difficulty or pain passing urine,
- (k) loss of appetite or loss of weight.

The patient should consult their doctor if new symptoms occur or there is a lack of improvement after two weeks. Safety has not been confirmed in pregnancy or lactation and it should not be used unless directed by a doctor.

**Adverse Effects:** Occasional heartburn and peri-anal irritation. Allergy to menthol in the oil is rare; symptoms are rash, headache, slow heartbeat, muscle tremor and clumsiness, which may occur in conjunction with alcohol.

**Overdose:** Gastric lavage. Symptomatic treatment.

**Package Quantities:** Colpermin is available in cartons of 20 or 100 capsules.

**Price:** 20 capsules £2.75 trade, £4.85 RSP (£4.13 exc.VAT); 100 capsules £10.96 trade, £19.32 RSP (£16.44 exc.VAT).

**Legal Category:** GSL

**Pharmaceutical Precautions:** Store below 25°C, avoid direct sunlight.

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**Product Licence Number:** PL0032/0218.

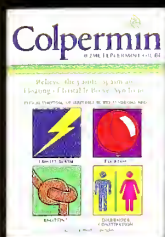
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# Comment

## from the Editor



Happy New Year, and it looks like being an interesting one! After appearing to mark time for much of 2001, a number of important initiatives are now running concurrently. The Department of Health has started sounding out key groups about the structure and content of local pharmaceutical services (see *p6*). How LPS shapes up will be key to any future contract for community pharmacy services. The draft sets out three possible service provider arrangements envisaged by the DoH. The future of every contractor depends on knowing what is in the pipeline... and it is never too soon to start planning (see *C&D* next week for more details).

Another concern is the Royal Pharmaceutical Society's decision to become the regulator of all pharmacy staff. When the Society decided that medicines counter staff needed to complete a recognised training course, pharmacists could see the logic – especially after various *Which?* hunts had shown that the public was being offered advice of questionable quality.

The Audit Commission has encouraged the Society to

introduce formal registration for hospital technicians (*C&D* Dec 22/29, *p11*), and by extension, those in the community. There have been concerns about the RPSGB representing both pharmacists and technicians (not least from John Ferguson, the Society's former secretary and registrar).

The Society says that it wants to regulate all pharmacy support staff, but where does it intend to draw the line? Many pharmacy staff have little or no involvement in the sale or supply of medicines. The proposals being drawn up will have to include some convincing arguments if they are to win over community pharmacists, and the Society will have to manage affairs better than it did with counter assistants' training.

**After appearing to mark time for much of 2001, a number of important initiatives are now running...**

## Your views

Kalpesh Patel, chairman of Bucks LPC, says new community pharmacy services are within our grasp, given proper Government support and a flexible approach

## A formula everyone can benefit from

Pharmacy contractors in England and Wales are justifiably angry, let down by a Government that extols the virtues of pharmacy and expects greater pharmacist involvement in the delivery of healthcare.

With an ageing population, record numbers of GPs retiring and a struggling hospital sector, the challenge for the Government is to deliver healthcare with the existing workforce. Pharmacists are well placed to take on new roles in healthcare delivery, but for this to happen there must be flexibility in the way we work.

There must be opportunities for specialisation and training. The pharmacy programme will only become reality when community pharmacists get the recognition and reward for the work they already do. A demoralised



**Kalpesh Patel, chairman of Buckinghamshire LPC: urgency to deliver an improved Health Service before the next election**

workforce will not rise to new challenges.

Community pharmacy is a glowing example of success in a relatively unsuccessful system. We all know the NHS is inadequate by

modern standards. Community pharmacy is the only part of the Health Service which does not have a waiting list, one of the Government's performance indicators. It also led the way in primary care in computerising patient medication records, labelling and utilising medicines usage software.

It seems to me that the Government genuinely wants to improve the Health Service and wants value for money. There is great urgency to deliver before the next election. Let us help the Government to achieve its goal. We need to design a modern innovative pharmaceutical service which can deliver a lot more than at present. To design such a system, we need to move away from the global sum and cost out every aspect of the service.

The new service should have a

comprehensive medicines management programme drawn up with GPs. It should also involve collaborative work with nurses and others to run diabetic clinics, asthma clinics, hypertension clinics, in-house blood diagnostics and minor ailment referrals.

Most of these initiatives would be in the form of LPS's. The new services aim to help achieve target set by National Service Frameworks, reduce hospital admissions, and generally improve the quality of life of local populations.

The new services will be better for patients, better for the taxpayer, and better for the profession of pharmacy. Before we embark on any new initiatives, we need to ensure that the service is viable and properly funded.



# Northern Ireland NOTEBOOK

## Raising new hopes for the New Year

Another year gone and the new year is radiant in its promises. I have been re-reading my contributions for 2001 and am disappointed with my negativity, so much so that I would like to apologise. This year, I shall stop moaning and be more positive.

As is traditional in December, I treated my staff to a night out. It was most enjoyable to share a relaxing time with them, and talk about their families, ideas, hopes.

I never thought of myself as a good boss but I am reassured to know that they appreciate me.

A flood of Christmas cards from customers confirms that, if nothing else, my pharmacy is a respected and valued part of the community. To them I am more than someone who dispenses medicines. In the bigger scheme of things I am the current custodian of this service. In addition to dispensing we provide everything

**...if nothing else, my pharmacy is a respected and valued part of the community**

from social work to bereavement counselling. How well I perform in these extra tasks is questionable but I try, and sometimes it makes a difference.

In my more reflective moments I now appreciate that my job, stressful as it can be, allows me to achieve a level of personal fulfilment beyond fiscal reward. I am proud to be a pharmacist.

As pharmacists, working at the heart of communities, we provide so much more than we are paid for. This fact will never be recognised by our paymasters but, and not wishing to sound too pious, it makes us better people. I really should be more positive. A happy, peaceful and prosperous New Year to you all.

*Written by a practising Northern Ireland pharmacist*

## TOPICAL REFLECTIONS

### More questions than answers so far for 2002

Well, that's it. Christmas and the New Year are over for another year. Whether my business can now return to "normal running" remains uncertain, as 2002 promises to be anything other than normal. The high hopes of 2001 have not yet been realised and I am now more confused than I was at this time last year.

It is little consolation to know that I am not alone. Most of you out there, whether independent practitioners or employees, seem no clearer than I am as to where the road to professional salvation lies. What I desire most for 2002 is clarity of purpose and that is where the Government has, so far, so spectacularly failed.

I have been informed of all these imminent Utopian plans for a new contract, for medication management, for local pharmaceutical services and for pharmacist prescribing, but with no explanation of how I will be involved, how I will be trained or how I will be paid.

As a small example, I have received a bombshell from my local PCT in the new year mail. It seems that the Government has directed that comprehensive out-of-hours pharmaceutical services must be in place within the next few months. In particular, the whole of a patient's medication requirement must be

provided within the time frame of the out-of-hours consultation. My PCT wants to know what I am going to do about it!

Answer? Nothing. I already provide an out-of-hours urgent prescription service that is not enough, apparently, to satisfy this latest requirement. What does the PCT want? A 24-hour fully-staffed pharmacy in every town? Fine, but at what cost and out of whose pocket? Certainly nothing has been offered from central Government and if the powers that be think that I will pay for it, then some anonymous administrator must be living in cloud cuckoo land.

Grandiose plans are formulated without consultation and without thinking through the consequences. If this out-of-hours fiasco is a foretaste of the way forward for introducing all the other *Pharmacy in the Future* policies, then we are in for a fun year. When will someone in the Department of Health listen and understand that enough is enough? The accelerating merry go round of chasing prescription numbers cannot continue indefinitely, but there is still no sign of an alternative strategy.

I need to know how I must change, in which areas I need to train staff, and how I will be paid. I have patients to serve, a business to run and a future to plan. I need clarity and direction. Now!



### Let's get under one umbrella

My dispensary technician is a member of the old school and originally qualified as a technician via membership of the Society of Apothecaries. Responsibility for training then passed to City & Guilds, BTEchs and finally to NVQs. But in all this time no single organisation has represented the professional aspirations of all technicians, and in particular technicians practising in the community.

Now the Royal Pharmaceutical Society has said that it wishes to be the regulatory body for all pharmacy support staff and wants to consult on the scope and implications of such involvement (*C&D December 22/29, p6*). Pharmacy is a small profession and cannot afford to be divided. The recent report of the Audit Commission (*C&D December 22/29, p11*) highlighted the improvement in health outcomes that can be achieved if hospital pharmacy support staff are used to provide technical support services while pharmacists take medication management decisions at the clinical interface.

To some extent the Audit Commission is responding to events already happening at grass-roots ward level, but very soon community pharmacy must follow and become a truly patient-focused profession. The RPSGB is right to suggest a common purpose for all pharmacy personnel and, in my opinion, should have done so many years ago.

Yes, there are questions around training, accreditation and funding, but it must be better for pharmacists, support staff and pharmacy that we are all involved in fighting the same battle rather than only the privileged few being allowed to enter the hallowed portals of Lambeth.



# Praise at last...

... for the value of pharmacy has come from the Audit Commission in its report on medicines management in hospitals

Santa Claus delivered an early present in the form of the Audit Commission's report *A Spoonful of Sugar – Medicines Management in NHS Hospitals* (see *C&D*, Dec 22, p11) on December 18.

Despite the national news media concentrating on the 1,200 deaths in hospitals due to medication errors, the vast majority of the report is supportive of pharmacy services.

"Glad somebody has come to agree with us... very positive," says Helen Remington, president of the Guild of Healthcare Pharmacists and Royal Pharmaceutical Society Council member.

"The report will enable more hospital pharmacists to gain support from their boards," says Ms Remington. At Addenbrooke's hospital, where she works, a review of medicines management is due shortly and "the report will be useful for clarifying points with the chief executive," she says.

"The Department of Health has been convinced [of the value of medicines management] for some time," says Ms Remington, but "getting funds and finding staff" have been the problems so far.

"It is now the norm for pharmacists to work at ward level managing medicines rather than stand in the dispensary," she says of the major teaching hospitals.

Ms Remington adds that some primary care trusts still resist

change and need to be educated.

The registration of pharmacy technicians is welcomed by Ms Remington, as their role is seen as essential to hospital pharmacy by the report.

She also agrees that there was some element of "inherent conservatism" as described in the Commission's report, but suggests that the description should possibly apply to hospital boards rather than hospital pharmacists.

"The report recognises that hospital pharmacists play an important multifaceted role in delivering effective medicines management," says Marshall Davies, president of the Society.

"Pharmacists have a key part to play in redesigning services around patients' needs and the message is clear – hospital trusts need to improve the way they manage medicines," he says.

The report highlights medicines as a central component of healthcare but their use is not always optimised, leading to higher costs and poorer quality care for patients.

A large proportion of the £90 million worth of medicines that are taken each year into hospitals by patients are thrown away. Wastage from adverse reactions to medicines and medication errors currently cost the NHS £500m each year in longer stays in



## Goal for hospital pharmacy

Hospitals need to meet the challenges put to them by the medicines management agenda but to do so they must overcome:

- the current low status of some hospital pharmacy services
- staff recruitment and retention problems
- the need to introduce computer technology.

The Commission is calling for automated dispensing, outsourcing of manufacturing and redesigning jobs to focus on clinical pharmacy as ways to tackle pharmacist motivation and retention. It also recommends that the RPSGB consider introducing formal registration of hospital technicians, as their role is now "so pivotal" to hospital pharmacy services.

The importance of the pharmacist's role needs greater recognition outside the profession, especially at board level and sometimes within the profession, says the Audit Commission.

There is a tendency to regard pharmacy as merely another support service, rather than one that is absolutely vital to the quality of patient care, says the report.

The status of hospital chief pharmacists needs to be reviewed in many hospitals. Where the head of pharmacy held a position equivalent to that of a clinical director it resulted in the greatest progress in delivering the strategic challenges outlined in the report, says the Commission.

Attitudes also need to change within the profession, says the Commission. In some pharmacy services, there is "an inherent conservatism" and a need to "market" pharmacy positively to senior management, adds the report. If trusts are to optimise the use of medicines, pharmacy needs to be seen as a core clinical function, says the report.

The RPSGB has a major role to play in equipping a new generation of pharmacists for enhanced clinical and managerial roles, according to the Audit Commission.

The Society should review its current support for hospital pharmacists' education and training, continuing professional development, professional competence and performance, and its workforce planning arrangements.

**"It is now the norm for pharmacists to work at ward level managing medicines rather than stand in the dispensary"**



hospital, says the report.

The Commission sees pharmacists as key players in reducing the wastage. Pharmacists must have a central role in managing medicines, redesigning services around patients' needs and in ensuring the optimal use of medicines, says the Commission.

It has identified four strategic challenges facing hospitals in relation to medicines:

- linking medicines management to clinical governance
- managing risk
- forming effective relationships with primary care and
- improving financial planning.

In addition the report has found many shortcomings in medicines arrangements in hospitals. These include:

- pharmacy services are falling short of the ideal – prescription monitoring is not enough. Medicines management needs to be developed to fit into an overall structure for clinical governance
- only a minority of hospital consultants report that reviews of the use of medicines fed into their clinical governance agendas
- reviews of board meetings' minutes show that many have not considered aspects of medicines management
- individual consultants' clinical freedom still takes precedence over corporate clinical responsibility, and prescribing practice is seldom reviewed systematically
- information systems have shortcomings – few consultants feel they receive adequate information about how their prescribing practice compares with colleagues.

The underlying theme of the report is the role of clinical pharmacy in reducing medication errors.

Clinical pharmacy allows

pharmacists to become part of the clinical team and to anticipate medication errors, says the report.

Clinical pharmacy activities should be extended to pharmacist prescribing and to taking patients' medication histories.

"There is evidence that pharmacists are five times more accurate than doctors in writing discharge prescriptions. When it is properly planned and supported, investment in clinical pharmacy improves the quality of patient care and reduces costs," says the report.

The Commission also calls on trusts to undertake reviews of pharmacy staffing levels and consider whether there are resources to:

- provide all aspects of clinical pharmacy services
- meet the demands on pharmacy services of the NHS Plan in respect of new consultants and nurse prescribers
- take medication histories and
- support dispensing for discharge schemes.

Traditional ways in which pharmacists work need to be reviewed and the patient must be placed at the centre of the medicines management arrangements of trusts, says the Commission.

It is calling for progress in four key areas:

- use of patients' own medicines in hospital – patients take medicines worth around £90m with them into hospitals each year and many of these medicines are destroyed or are not returned when the patient is discharged
- medication review by pharmacists on admission – this can identify whether an admission is due to prescribing errors or due to adverse reactions to medicines in the community

● self-administration of medicines by patients – improves patient compliance and prevents treatment failure. It allows the empowerment of patients as stated in the NHS Plan

● original pack dispensing – to cut costs and reduce errors. The current practice by hospitals of reducing the quantity of medicines they dispense serves only to increase overall prescribing costs, as hospitals are able to buy medicines at a substantial discount, says the report. Trusts also risk non-compliance with the law and prosecution because they fail to provide patients with an information leaflet.

## Future scenario

The Audit Commission believes that the best hospitals are only a few steps away from the following vision:

A patient discusses her medication with the healthcare team on their ward round. The pharmacist team-member explains proposed changes to the medication, which the patient will administer herself. The pharmacist also discusses learning points with other team members.

New medication is agreed between members of the clinical team and ordered at the bedside through a radio computer link to an automated dispensary, where robotic systems pick the new medicines and dispatch them to the patient's ward via a pneumatic tube.

Computer technology updates the electronic patient record, to which the patient's GP has access. The medication that has been issued is simultaneously recorded to update stock records and order fresh supplies.

**"There is a tendency to regard pharmacy as merely another support service"**

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The Future of Pharmacy



# Is the future in the pharmacy?

Dr Terry Maguire argues that pharmaceutical care should be based in community pharmacies – despite pressures to locate it elsewhere

Recently I attended the annual meeting of the European Society of Clinical Pharmacy (ESCP). The conference, in the “diamond capital” Antwerp, concentrated on pharmaceutical care and its introduction into pharmacy practice.

The good news is that across Europe there is now a common acceptance that pharmaceutical care will be hugely influential and a key part of the future of pharmacy. There were good examples of tangible developments in many European countries.

Linda Strand, one of the two academics credited with creating the concept of pharmaceutical care, held court at the conference. She had come to Antwerp to share views and experiences, and gave a passionate speech outlining what needs to happen so that pharmaceutical care becomes the standard within the practice of pharmacy.

She insisted that three elements must exist in pharmacy practice if it is to qualify as pharmaceutical care. These are:

- a formal assessment of a patient's medication needs
- a plan to resolve these needs
- follow-up to ensure needs are met.

Asked if she felt that this “care” service could be provided from a community pharmacy as an addition to the current medicines supply function, Mrs Strand

reluctantly conceded that it would probably be best provided as a separate service.

This was not what I wanted to hear. In practice it will be very difficult to re-engineer community pharmacy to achieve this kind of service. I am convinced that we need to take this path but the journey will be difficult. *Vision 2020*, the strategic plan of the Pharmaceutical Society of Northern Ireland, was published in 1997 and its objectives are totally aligned with this change.

Some believed, when we set out this strategy, that pharmacy would evolve slowly and naturally in this direction, and that in 20 years a pharmaceutical care service would be provided from all pharmacies.

## Revolution

My analysis is different: I see a revolution to bring about more fundamental change and, as often in revolutions, the change might be bloody and violent.

The first tentative steps have been taken down this road and the Government is setting itself up as the main protagonist. Medicine management pilot projects in England are being established under the Pharmacy Plan and local pharmaceutical services, whatever they turn out to be, will follow next year.

In Northern Ireland the medicines management service is not a project but a service level agreement – it is a part of the



service. But many are finding this way of practising very difficult to deliver in pharmacies that are designed to provide an efficient medicines supply service.

I see tensions bubbling up that could potentially split the profession into those who opt to provide only an efficient medicine supply service and those providing a medicines management service.

Indeed, *Vision 2020* foresaw this possibility. We need strong leadership to sell to community pharmacists the need to adopt these new ways of working.

## Prescribing advisers

Prescribing advisers have been developing their role for over a decade and have successfully supported GPs with rational drug utilisation. They have, in effect, become clinical pharmacists in primary care and their role has been further endorsed with the announcement of the medicines management projects.

From the outset in England there will be a twin approach with medicines management: those provided from the network of community pharmacies (set up by PSNC) and those provided mainly by prescribing advisers within GP surgeries, and perhaps at other locations set up by the National Prescribing Centre. Following the pilots there will be a need to decide which of these models will win through – or is there room and need for them both?

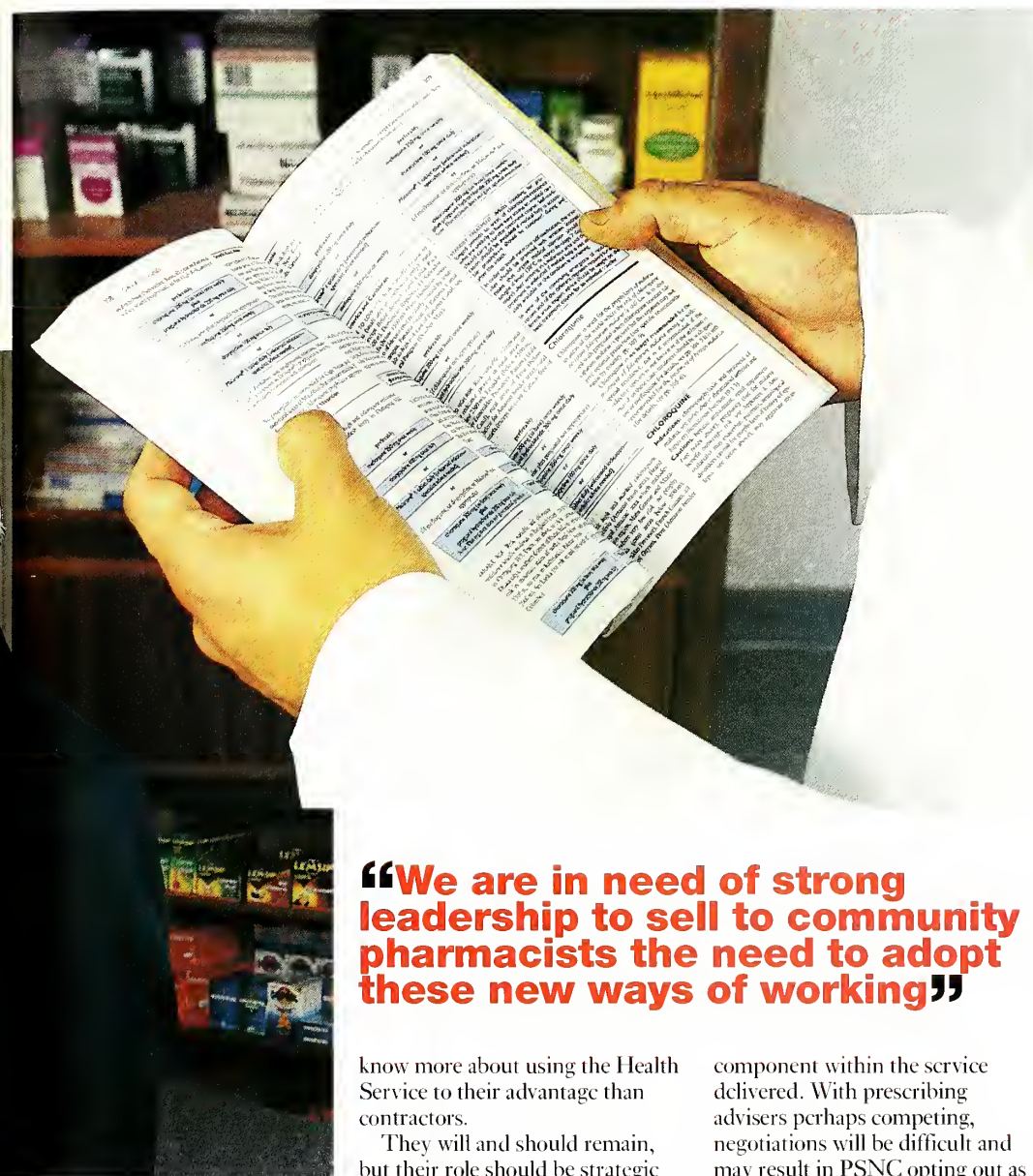
This political question is at the heart of the future of primary care pharmacy. There is insufficient funding to go both ways and I hope we avoid a typical British compromise that turns out to be a fudge, with a service that goes neither way sufficiently.

For contractors, the current developments are dangerous. Negotiating bodies must assert themselves against the ambitions of prescribing advisers.

But this should be a constructive

**“The good news is that across Europe there is now a common acceptance that pharmaceutical care will be hugely influential”**





**“We are in need of strong leadership to sell to community pharmacists the need to adopt these new ways of working”**

know more about using the Health Service to their advantage than contractors.

They will and should remain, but their role should be strategic and supportive, with community pharmacists taking on the operational aspects of delivering pharmaceutical care through medicines management initiatives.

PSNC in England is being invited to negotiate a new contract that will reflect a medicines management/pharmaceutical care

component within the service delivered. With prescribing advisers perhaps competing, negotiations will be difficult and may result in PSNC opting out as “not worthwhile”.

### Global sum

I believe the additional cost of providing this service from the network of community pharmacies would require a minimum 33 per cent increase in the global sum. It would depend

on greater use of technical support in the pharmacy, rather than employing a second pharmacist.

To motivate contractors to comply with the new service, the new contract will probably reflect a relative reduction in dispensing fees, while providing more funding overall to allow the service to function. This will be difficult to sell to contractors, which is why we are so in need of strong leadership.

### The Celtic fringe

But there is already support for contractors from unlikely sources. In Scotland, chief pharmaceutical officer Bill Scott has been frank. He wants to stop the development of prescribing advisers’ services where they are stymieing the development of community pharmacy, which he sees as the heart of the profession.

In Northern Ireland, a recent report on workforce planning by the Department of Health stated that there was a duplication of effort where prescribing advisers were providing a role that could be done by pharmacists working within the community pharmacy network.

In at least two of the home nations, therefore, the view on prescribing advisers and their future role in the provision of community-based pharmaceutical services differs significantly from that expressed in England. Perhaps devolution will result in differing pharmacy practices, or different ways of providing a pharmaceutical service backed up by different contracts.

The signs are that it will and the environment in the Celtic fringe will perhaps be more favourable to contractors. In these two areas of the UK, at least, we may be able to prove Linda Strand wrong.

and intelligent discussion. It would be too easy to create an “us and them” position and embark on an internal professional squabble. Prescribing advisers have become an effective and highly-professional group of pharmacists. They are also very politically aware and

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At this time of year, many of your customers may be taking garlic in the belief it prevents colds. But *Professor Edzard Ernst* says garlic's best researched use is in lowering cholesterol

## Pungent protector

Garlic has been used for medicinal purposes for millennia. In different parts of the world it is believed to be helpful for various conditions<sup>1</sup> (see the table below).

Some of these indications make us smile, and for some conditions garlic treatment sounds bizarre or even painful. If nothing else, the table shows one thing quite clearly: the fact that a herbal (or for that matter any other) treatment has been used historically tells us little about the efficacy (or even safety) of such therapies. This is contrary to what traditional herbalists want us to believe. In scientific terms traditional use might lend itself to formulating a hypothesis; it is never adequate, however, for testing it.

### Pharmacology

The main pharmacologically active ingredient of garlic is allicin. Allicin is also responsible for the typical smell of garlic. In fact, allicin is not contained in fresh garlic but is produced almost instantly through enzymatic conversion of alliin, which is almost odourless.

In various test models, garlic extracts have shown a remarkable array of pharmacological actions: antibacterial, antiviral, antifungal, antihypertensive, antidiabetic, antithrombotic, antimutagenic, antiplatelet effects have all been documented.

By far the best-researched



Valued for its culinary use, garlic also has a wide number of useful pharmacological actions

|             |   |
|-------------|---|
| Arabia      | dried bulb used as a contraceptive                                |
| Brazil      | extract employed for hypertension (same in Peru and Philippines)  |
| Egypt       | roasted bulb inserted intravaginally as a contraceptive           |
| Europe      | bulb eaten to induce menses (same in Malaysia)                    |
| Fiji        | juice applied to the eye to improve vision                        |
| Guatemala   | hot water extract applied to treat wounds                         |
| India       | bulb taken to stimulate menstruation (same in Kuwait and Vietnam) |
| Nepal       | bulb ingested for tuberculosis                                    |
| Thailand    | fresh bulb inhaled for colds                                      |
| Tunisia     | bulb taken orally as an antiphlogistic                            |
| West Indies | juice given to children for worms                                 |

activity on a clinical level is garlic's potential to lower cholesterol.

A systematic review of all rigorous trials testing the lipid-lowering effects of garlic has recently been published.<sup>2</sup> It included 13 double-blind, placebo-controlled randomised trials with a total of 781 patients.

The methodological quality of these studies was good on average. When the trial data were pooled

Continued on page 22 ►



◀ Continued from page 21

together, an average reduction of 0.41 mmol/L (95 per cent CI = -0.66 to -0.15) was calculated. This means that all the reliable evidence available to date shows that garlic extracts lower cholesterol levels in a statistically significant fashion.

Whether the reduction is also clinically relevant is a different question. A sub-analysis<sup>3</sup> suggested that the effect was further diminished if only the results of the top quality studies were pooled; thus there is some debate about clinical relevance.

What seems certain, however, is that conventional lipid-lowering drugs have more pronounced effects on plasma lipid levels than garlic.

### Hypertension

Other indications tested in rigorous clinical trials include hypertension and diabetes mellitus. The results of these studies imply that there is probably a small effect – too small, however, to be clinically relevant.<sup>1</sup>

This raises the question whether regular garlic consumption has any anti-arteriosclerotic properties. It is possible that, even though the effects on lipids, blood pressure, etc are each small, they work in concert to help prevent arteriosclerotic manifestations.

There are some suggestions that this may be the case but the evidence is weak and requires further testing in adequately designed studies.

Epidemiological investigations strongly suggest that the regular consumption of garlic in food has some protective effect on cancer.<sup>4</sup> In particular, gastrointestinal cancers are less frequent in garlic eaters. However, the nature of this evidence should make us cautious: there is no clinical proof that garlic does prevent cancer.

Recently, a clinical trial was published that suggested an effect which, of course, has long been suspected on the basis of historical use (see above): regular, high-dose garlic consumption may help to prevent the common cold.<sup>5</sup>

The results also implied that patients taking garlic suffer from less severe symptoms than those of the placebo control group. Unfortunately, this study has several methodological weaknesses; it clearly requires independent replication before recommendations are possible.

As with most herbal medicines

that have been used extensively in food, garlic is probably quite safe. Of course, there is body odour and bad breath but otherwise few adverse effects are on record.

In high doses garlic may cause gastrointestinal problems, and some individuals develop allergic reactions to garlic. Because of its anti-platelet effects (see above), garlic mildly inhibits blood clotting. This may become clinically relevant, particularly if garlic is taken together with conventional anticoagulants.

### Dosage

Little evidence exists to suggest that one garlic preparation, such as oil or powder, is better than another. The dose used in clinical trials varies. A daily dose of 600–900mg of a standardised extract (1.3 per cent alliin content) seems a safe bet.

Perhaps the greatest challenge is to research the anti-cancer effects of garlic. These are well-documented in various test models and through epidemiological studies (see above). But what is badly needed is a demonstration that these effects translate into clinical effectiveness.

### Further reading

Ernst E, Pittler MH, Stevinson C, White AR, Eisenberg D. *The Desktop Guide to Complementary and Alternative Medicine*. Edinburgh; Mosby, 2001.

Ernst E. *How Garlic Protects Your Heart*. Surrey: Amberwood, 1996.

Professor Ernst, MD, PhD, FRCP (Edin), is at the Department of Complementary Medicine, University of Exeter

### References

1. Ross LA. *Medicinal plants of the world*. Vol 2. Totowa, New Jersey; Humana Press 2001.
2. Stevinson C, Pittler MH, Ernst E. Garlic for treating hypercholesterolemia. *Ann Intern Med* 2000;133:420-9.
3. Silagy C, Neil A. A meta-analysis of the effect of garlic on blood pressure. *J Hypertension* 1994;12:463-8.
4. Ernst E. Can allium vegetables prevent cancer? *Phytomed* 1997;4:79-83.
5. Josling P. Preventing the common cold with a garlic supplement: a double-blind, placebo-controlled survey. *Advances in Therapy* 2001;18:189-93.

## Patients unaware of asthma severity

Some 91 per cent of UK asthma patients mistakenly believe their asthma is under control, despite demonstrating high levels of uncontrolled symptoms.

According to the survey *Living & Breathing Asthma: Putting Patients First*, which was presented at the British Thoracic Society's winter meeting, 517 people with mild to moderate

asthma were interviewed.

Of these, two-thirds experience symptoms two to three times a week and 41 per cent have symptoms every day.

When it was explained to patients that treatment goals aim for minimal or no symptoms with only occasional asthma episodes, the number of patients satisfied with their asthma care fell from 58 to 33 per cent.

For many patients this was the first time they had been told what they might expect from their treatment.

Dr Haughney, a GP and co-leader of the research, called for a written personalised asthma action plan for patients to ensure that healthcare professionals work in partnership with patients, and to allow patients to self-manage their treatment within action plan guidelines.

The survey was sponsored by AstraZeneca.

#### For more information:

The Living and Breathing Secretariat  
Tel: 0207 815 3900.



## Sibutramine fails to gain DTB support

Reductil (sibutramine), a treatment for obesity, is "difficult and impractical to use" according to the latest *Drug and Therapeutics Bulletin*.

"We find it difficult to recommend the drug's use," says the review, despite the National Institute for Clinical Excellence's conclusion that sibutramine should be prescribed as part of an overall treatment plan for nutritional obesity.

Sibutramine's side-effects, drug interactions, contraindications and the fact that weight loss is quickly regained after treatment is stopped form the basis of the DTB's conclusions.

The assumptions and methods in some sibutramine trials are also

questioned by the DTB. It calls some of the trial evidence "relatively weak".

● The DTB is warning healthcare professionals that "the unit of alcohol rule", where one

unit equates to half a pint of beer, a glass of wine or a standard measure of spirits, is misleading and unreliable (see *Pharmacy Update* Dec 22/29 p20).

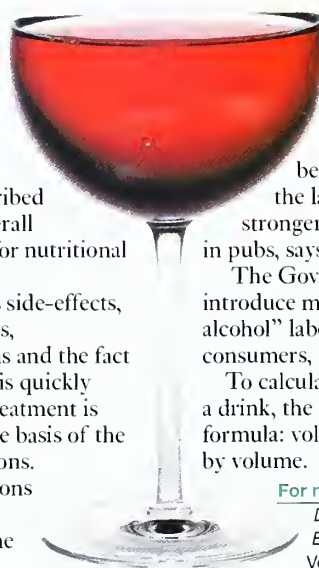
The rule does not apply to stronger beers, "alcopops" and the larger measures of stronger wine currently served in pubs, says the DTB.

The Government must introduce mandatory bold "unit of alcohol" labelling on packaging for consumers, urges the DTB.

To calculate the unit content of a drink, the DTB suggests the formula: volume (litres) x alcohol by volume.

#### For more information:

*Drug and Therapeutics Bulletin*  
Vol.39: No 12; Dec 2001





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**Active Ingredients:** Each sachet contains 3.5g ispaghula husk BP. It also contains aspartame.

**Indications:** Conditions requiring a high-fibre regimen, e.g. relief of constipation, including constipation in pregnancy and the maintenance of regularity; for the management of bowel function in patients with colostomy, ileostomy, haemorrhoids, anal fissure, chronic diarrhoea associated with diverticular disease, irritable bowel syndrome and ulcerative colitis.

**Dosage Instructions:** To be taken in water. Adults and children over 12 – one sachet morning and evening. Children 6 to 12 – half to one level 5ml spoonful of the granules depending on age and size, morning and evening. Children under 6 – to be taken only on a doctor's advice.

**Contra-indications:** Fybogel is contra-indicated in cases of intestinal obstruction, faecal impaction and colonic atony such as senile mega-colon. **Precautions and Warnings:** Fybogel contains aspartame and should not be given to patients with phenylketonuria.

Fybogel should not be taken in the dry form. **Side Effects:** A small amount of bloating and flatulence may sometimes be experienced during the first few days of treatment, but should diminish on continued use. **Recommended Sale**

**Price:** Ten sachets £1.86 exc. VAT.

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through registered pharmacies only.

**Holder of Marketing**

**Authorisation:** Reckitt Benckiser Healthcare (UK) Limited, Dansom Lane, Hull, HU8 7DS. **Date of**

**Preparation:** November 2001.

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# Ibuprofen blocks aspirin

The concomitant administration of ibuprofen antagonises the irreversible platelet inhibition induced by aspirin, according to a study in *The New England Journal of Medicine*.

Consequently, patients with increased cardiovascular risk may be limiting the cardioprotective effects of aspirin when taking it with ibuprofen, claims the study.

The concomitant administration of rofecoxib, acetaminophen (paracetamol) or diclofenac did not affect the pharmacodynamics of

aspirin. In two randomised studies, subjects were given firstly aspirin (81mg in the morning) two hours before a single dose of ibuprofen (400mg) for six days and then after a washout period the same medications were given in the reverse order.

The trial also examined the effects of aspirin with single doses of acetaminophen 1,000mg and rofecoxib 25mg. Further studies included enteric-coated aspirin with ibuprofen 400mg three times daily and diclofenac

sustained-release 75mg twice daily.

The mean degree of inhibition of platelet aggregation was 98 per cent in patients who had taken aspirin before ibuprofen and 2 per cent in the reverse group, 24 hours after the end of the six-day study.

Platelet aggregation was also blocked when multiple daily doses of ibuprofen were given, despite the aspirin being given before the ibuprofen.

Indomethacin is also likely to inhibit aspirin's effect on platelets, the authors of the study suggest.

# Widespread effects of pain

Nearly one quarter of people in a survey (23 per cent) have experienced chronic pain, defined as a painful condition lasting more than three months.

One-tenth have a partner who has experienced chronic pain and 15 per cent have had a close family member in this situation.

But over one-third (37 per cent) of the 64 per cent who had medicines prescribed reported side effects from their medication.

The most frequent causes of pain were arthritis and back pain, and many people had taken NSAIDs. Only 34 per cent were referred to specialist pain services, although these helped reduce pain in almost half, and one-third reported an improvement.

The survey, carried out by MORI for Action on Pain, found that half the people with chronic pain had taken time off work; 64 per cent took a month or more off and 29 per cent took over six months off.

Action on Pain calls on the Government to improve pain services and to establish a National Framework for Chronic Pain, funded by the Department of Health and the Department for Work and Pensions.

# Women trump men in the willpower stakes



Women are more likely than men to make the decision to give up smoking.

Of the 132,500 people who set a quit date, 58 per cent are women, according to Government figures for smoking cessation services for the year ending March 2001.

At the four-week follow up nearly half of those setting a quit date said they had given up smoking, says the survey. Also, free nicotine replacement therapy was issued to only 36 per cent of

people who set a quit date.

Some £53 million has been made available for smoking cessation services for the three years up to and including 2001-2 in England and a further £20m will be allocated in 2002-3, said Hazel Blears, health minister, in Parliament recently.

This figure does not include the cost of NRT and Zyban (bupropion) on prescription.

For more information:  
[www.doh.gov.uk](http://www.doh.gov.uk)

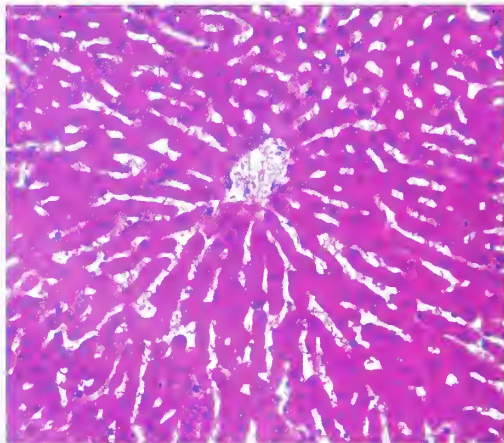
# Global unity needed against resistance

Governments and healthcare professionals around the world have been urged to combat the problems of rapidly increasing antibiotic resistance with the release of the first global white paper, entitled *Bacterial Resistance in Respiratory Tract Infections – A Call for Concerted International Action*.

Key actions called for are:

- uniform global antimicrobial resistance surveillance
- a control on antibiotic use
- patient-friendly antibiotic regimens
- education on the significance of resistance.

"Resistant bacteria do not recognise national boundaries," said Professor Remington, co-editor of the paper. "The global



white paper now offers a model for a focused, sustained, multifaceted approach to resistance control around the world, while highlighting key components of successful actions, including the need for new therapies."

The paper was presented recently at a satellite symposium preceding the 41st Interscience

Conference on Antimicrobial Agents and Chemotherapy in the United States (ICAAC).

● Bacterial resistance to macrolide antibiotics has now surpassed penicillin bacterial resistance rates across the United States, according to a study presented at the ICAAC.

*Streptococcus pneumoniae* – the bacteria most commonly associated with respiratory tract infections – is 31 per cent resistant overall to erythromycin compared with 26 per cent resistance to penicillin.

The prevalence of resistance varies considerably across the country with *Strep pneumoniae* resistance to erythromycin as high as 41 per cent in the South East.

For more information:  
[www.icaac.org](http://www.icaac.org)

# BSE risk unlikely with polio vaccine

Current or past batches of oral polio vaccine (OPV) do not carry a risk of variant Creutzfeldt Jakob disease, says the DoH.

The statement follows an investigation into two cases of vCJD in Southampton, who were given OPV in 1994 that had used UK-sourced bovine material in its manufacture, despite guidance to the contrary from the Committee on Safety of Medicines.

The Spongiform Encephalopathy Advisory Committee, which investigated the cases of vCJD, says the subjects received two drops of the vaccine and the amount of residual bovine material in the final product is less than one part in 10 million. Any theoretical risk of vCJD must be balanced against the benefits of immunisation, says SEAC.

For more information:  
[www.doh.gov.uk](http://www.doh.gov.uk)



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**Northern Ireland** pharmacists enrolling for Update before the end of February will have their registration fee paid by the NI Centre for Pharmacy Postgraduate Education and Training.

**Just complete** the coupon and send it with a cheque for £20.00 (£17.02 + VAT). Alternatively, call Mary Prebble on 01732 377269 with your credit card details. This will register you for 12 months' worth of certificated marking. After February 16, the standard registration fee for Update will be £25.00.

For further information, contact Mary Prebble on 01732 377269.

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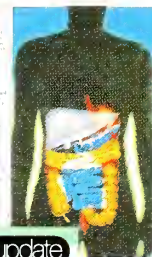


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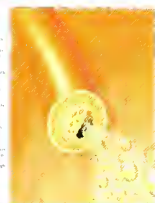
### The digestive tract



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### Exploiting candida



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### The Centrum message takes to the airwaves

A new series of radio commercials for the Centrum multimineral-multivitamin range will be on the airwaves from January 21 until February 10.

The advertising is designed to communicate the brand's new "feel good" positioning.

It will be broadcast in the London, Midlands, Granada and

Meridian areas. Further advertising in the national press will appear from January to mid-March.

The campaign is part of a £2.5 million spend which kicked off with TV advertising over Christmas and the New Year.

**For more information:**

Whitehall Laboratories Ltd  
Tel: 01628 669011.

### Nivea smoothes the way

Beiersdorf has developed a new complex for its three Nivea Visage Q10 anti-wrinkle skincare products.

The company claims that its new Q10 Plus complex reduces the depth of wrinkles in four weeks and leaves the skin smoother, firmer and more supple after seven days use.

The complex contains a higher level of encapsulated Co-Enzyme Q10 than before and Co-Enzyme R

has been added. Co-Enzyme R is a molecule found naturally in the skin that enhances the production of lipids.

Nivea Visage Q10 Plus is now included in Anti Wrinkle Repair Crème, Anti Wrinkle Eye Zone Crème and Anti-Wrinkle Night Crème.

**For more information:**

Beiersdorf UK Ltd  
Tel: 0121 329 8800.

### A new Dimension to Lynx toiletries



Lever Fabergé is launching a fragrance variant for its Lynx men's toiletry range.

Lynx Dimension is available as a deodorant bodyspray, antiperspirant deodorant roll-on, deodorant stick, revitalising shower gel and aftershave.

The variant is a fresh, oriental fragrance combining top notes of nutmeg and cardamom with lavender and sandalwood.

The launch will be supported by a "Find another dimension" campaign

evoking images of a parallel world.

Targeted at the youth market, the marketing programme will include interactive press advertising, PR stunts and a poster campaign as part of an overall £9 million investment in the brand.

Voodoo aftershave and Phoenix Roll on and Deo Stick are being delisted from the Lynx range.

**Price: from £1.99 for 50ml deodorant body spray to £7.45 for 100ml aftershave.**

Lever Fabergé  
Tel: 020 8439 6100.

### Simply regenerate...

Accantia Health & Beauty is extending its Simple sensitive skincare range with the launch of two Regeneration Moisturisers.

Regeneration Day Defence Moisture Lotion is formulated to help protect sensitive skin from the ageing effects of daily sunlight and environmental damage.

The lotion contains oat-beta-lucan to help stimulate the skin's own immune system, vitamin E and

pro-vitamin B5 with mushroom extract to reduce pore size and improve skin tone, SPF15 and the natural oxidant green tea.

Regeneration Night Strengthening Moisture Cream is an intensive moisture cream formulated to help the skin repair itself during the night.

**Price: £7.79**

Pack size: 50ml  
Distributor: Chemist Brokers  
Tel: 023 9222 2500.

### Timotei is up in lights

Lever Fabergé is adding a camomile variant to its Timotei haircare range.

Timotei Golden Highlights Camomile shampoo and conditioner contain natural extract of camomile – known for its lightening properties.

The company says its tests show that 86 per cent of women perceived golden highlights after 8-12 washes.

The launch will be supported by a £4 million "Lighten up" marketing campaign in 2002.

**Price: shampoo £1.69, £2.69; conditioner £2.19**

Pack size: shampoo 250ml, 400ml; conditioner 300ml  
Pip code: shampoo 283-2319 (250ml), 283-2301 (400ml); conditioner 283-2293  
Lever Fabergé.  
Tel: 020 8439 6100.

### Cough, cold & flu FORECAST



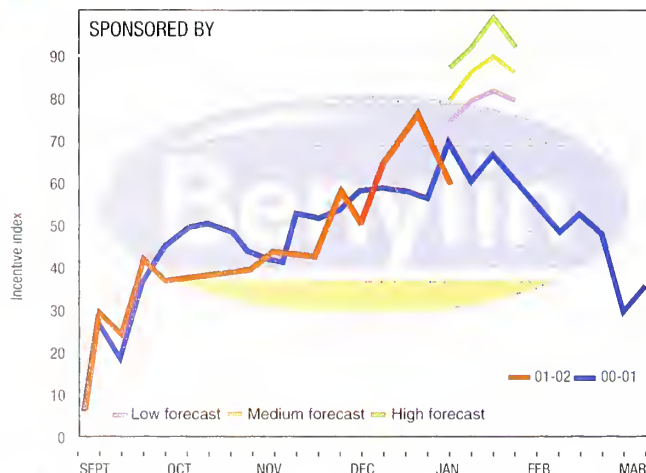
● Cities on New Alert

■ Continue on Alert

#### KEY FACTS

- Leeds is the final city to go on Alert Status
- The UK has been on Alert Status for 3 weeks
- Coughing symptoms have reached their highest level this season (81% on incidence index)

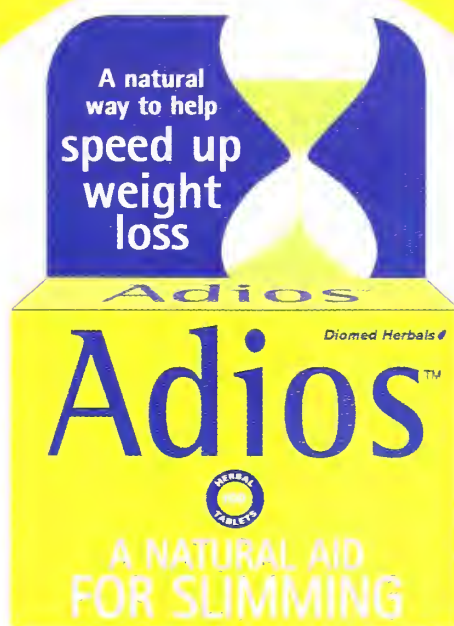
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# Impulse blasts off with Moongrass

Lever Fabergé is introducing a new fragrance in its Impulse body spray range with the launch of Moongrass.

The company describes the variant as a cool, revitalising fragrance that will "help you feel energised, uplifted and ready for anything".

Containing a blend of white amber and rose, the scent is targeted at 11-24 year old females. Lever Fabergé believes that it will draw new users into the body spray market.

The launch will be supported by a TV, press and poster advertising campaign in February and March, plus in-store sampling.

The campaign will form part of a £9.5 million marketing package for the Impulse brand during 2002.

**Price: £2.29**

Pack size: 75ml

Pip code: 282-2236

Lever Fabergé

Tel: 020 8439 6100.



## Rosy future for Woods of Windsor

Woods of Windsor will launch a rose fragrance collection in March.

True Rose is a sophisticated light yet warm fragrance. The range comprises 18 products including Parfum de Toilette, Body Spray, Body Moisturiser and Conditioning Hand & Nail Cream.

The packaging depicts a single pink rose against a deep burgundy background.

Woods of Windsor's Forget Me Not range will be updated with a modern new look from March.

The packaging will feature numerous individual blossoms against a pastel blue background.

The range will also be extended to include nine new products for the body and home.

**Price: from £1.95 for Perfumed Drawer Sachet to £12.95 for Parfum de Toilette 100ml atomiser.**

Woods of Windsor Ltd

Tel: 0118 931 3820.

## Inbrief

### Heartburn tips

Johnson & Johnson has produced a consumer information leaflet for its Pepcidtwo heartburn and indigestion treatment. The leaflet includes tips on avoiding excess acid problems. Free copies are available to pharmacists.

**For more information:**

Johnson & Johnson.MSD Consumer Pharmaceuticals  
Tel: 01494 453695.

## TVnext week

**Anadin Extra:** All areas

**Bassett's Soft & Chewy Vitamins:** GMTV, C5, Sat

**Benlylin Active Response:** GTV, STV, A, HTV, W, C4, Sat

**Benlylin cough range:** All areas except U, CTV, TSW

**Blistex:** GMTV

**Breathe Right mentholated nasal strips:** All areas except GTRV, CTV, LWT, C4 TSW

**Covonia:** GMTV, C5

**Flu Plus:** All areas except U, CTV, TSW

**Full Marks Mousse:** All areas + Sat

**Fybogel:** GMTV, Sat

**Gaviscon Tablets:** All areas

**Kalms:** GMTV, Sat

**Lucozade:** All areas except U, CTV, TSW

**Meltus:** All areas + Sat

**Neutrastate:** G, Y, A, M, L, WT, TT, C4

**Nicorette:** All areas

**NiQuitin Lozenge:** All areas except U, CTV, TSW

**NiQuitin Patch:** All areas except U, CTV, TSW

**Olbas:** C5, GMTV, Sat

**Pepcidtwo:** All areas except GTV, B, CTV, TSW

**Remegel:** All areas + Sat

**Senekot:** All areas

**Sensodyne Total Care Toothpaste:** All areas

**Sensodyne Gentle Whitening Toothpaste:** All areas

**Seven Seas Cod Liver Oil:** G, Y, A, M, L, WT, TT, C4

**Sudafed:** All areas except U, CTV, GMTV, TSW

**Throaties Pastilles:** GMTV

**Venos:** GMTV

**Zovirax:** C4, C5, Sat

**PharmaSite for next week:** NiQuitin – Window, NiQuitin – In-store,

Covonia – Dispensary

A-Anglia, B-Border, C-Central, C4-Channel 4, C5-Channel 5, CAR-Carlton, CTV-Channel Islands, G-Granada, GMTV-Breakfast Television, GTV-Grampian, HTV-Wales & West, LWT-London Weekend, M-Meridian, Sat-Satellite, STV-Scotland (central), TT-Tyne Tees, U-Ulster, W-Westcountry, Y-Yorkshire

### Nicorette Gum Abbreviated Prescribing Information.

#### Presentation:

Nicorette 4mg gum and Nicorette 2mg gum contain 4mg and 2mg of nicotine respectively in a chewing gum base.

Original, Citrus or Mint flavour.

#### Indications:

Intended to help smokers who want to give up smoking but who experience difficulty in doing so owing to their dependence on nicotine.

#### Dosage & Administration:

Each piece should be chewed slowly for 30 minutes.

After 3 months ad libitum dosage, Nicorette gum should be gradually withdrawn.

Maximum recommended daily dose: Nicorette 4mg gum: 15 x 4mg pieces. Nicorette 2mg gum: 15 x 2mg pieces.

Not to be used by people under age 18 unless recommended by a doctor.

#### Precautions:

Peptic ulcer, angina pectoris, recent myocardial infarction, serious cardiac arrhythmias, systemic hypertension, gastritis.

#### Contra-indications:

Pregnancy & Lactation: If the patient cannot give up smoking without NRT then a risk benefit assessment should be made.

#### Special Warnings:

Rarely dependence.

#### Adverse Effects:

Gums: Occasional hiccups, indigestion, hyper-salivation, throat irritation, allergy, mouth ulcers.

#### Pharmaceutical Precautions:

Store below 25°C.

#### Legal Category:

Nicorette 2mg gum & Nicorette 4mg gum, GSL

#### Package Quantities & Cost

(all trade prices correct at time of printing): Gum: boxes of 15 pieces, 30 pieces and 105 pieces, in blister strips of 15 pieces. Nicorette 4mg gum (PL00032/0249) (£2.11) (15), (£3.99) (30), (£10.83) (105) Nicorette 2mg gum (PL00032/0248) (£1.71) (15), (£3.25) (30), (£8.89) (105).

#### PL Holders:

Pharmacia Limited, Davy Avenue, Milton Keynes, MK5 8PH, UK. Tel. 01908 661101.

#### Date of Preparation:

November 2001.

#### References.

1. Silagy C *et al.* Nicotine replacement therapy for smoking cessation (Cochrane Review). In: The Cochrane Library. 2001, Issue 2, 1999. 2. Data on file. 3. IMS Pharmatrend.

**nicorette**<sup>®</sup>  
nicotine  
Twice as likely to succeed



# There's no better chance of success than Nicorette.

**Nicorette has been proven to offer smokers twice the chance of success over willpower alone.**

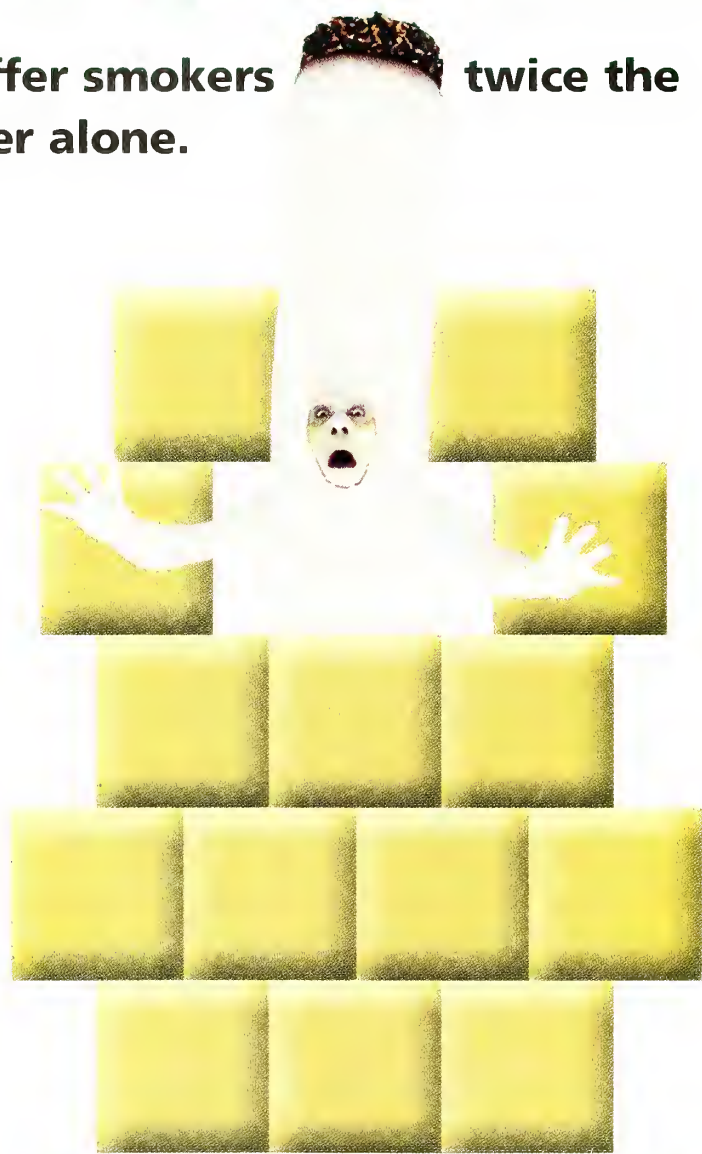
More importantly, there is no more effective form of NRT than Nicorette Gum.<sup>1</sup>

And our claim is based on a meta-analysis of numerous gum trials.<sup>1</sup>

But, the real proof lies in the fact that over 52m people worldwide have trusted Nicorette Gum to help them beat cigarettes one at a time.<sup>2</sup>

You should know, from September 2000 to September 2001 you've sold twice as much Nicorette Gum as any other NRT.<sup>3</sup>

With its unsurpassed efficacy, tried and tested formulations and the widest choice of flavours, no wonder Nicorette Gum is still the UK's biggest single selling NRT format in OTC. Make sure it's yours.



**nicorette**<sup>®</sup>  
nicotine  
Twice as likely to succeed



**Frontshop**

**Clean sweep**

Dove Bar will be advertised on TV for the next two months in the first part of a £35 million campaign for the total Dove brand during 2002.

**For more information:**

Lever Fabergé  
Tel: 020 8439 6100.

**Fit for 2002**

Coty has signed up celebrity personal trainer Matt Roberts for an endorsement deal to support its new adidas Performance range of deodorants and shower gels. The adidas Performance and Matt Roberts Guide to Top Performance will be promoted in a press PR campaign from this month.

**For more information:**

Coty UK Ltd  
Tel: 020 8971 1300.

**Schär change**

On January 1, Nutrition Point took over the responsibility for Schär gluten-free, wheat-free products in the UK and Ireland.

**For more information:**

Nutrition Point  
Tel: 07041 544044.

**Skin deep**

Lever Fabergé is supporting Vaseline Intensive Care Dermacare moisturising lotion with national TV and press advertising from this month. The aim of the campaign is to create a clear position for Dermacare within the Vaseline Intensive Care range and encourage trial of the product.

**For more information:**

Lever Fabergé  
Tel: 020 8439 6100.

**Expulin update**

Shire Pharmaceuticals is discontinuing the 100ml size of Expulin Chesty Cough product due to low demand. All other sizes can still be ordered as usual.

**For more information:**

Shire Pharmaceutical Development Ltd  
Tel: 01256 894000.

**Senokot dreams**

Senokot will be on TV this month backed by a £600,000 advertising campaign. Two versions of the brand's "dreams" commercial are running on ITV, Channel 4 and Satellite in January and February. The commercials feature the strapline "Natural relief for a brighter tomorrow".

**For more information:**

Reckitt Benckiser Healthcare UK  
Tel: 01482 326151.

# Cetraben pumps up the action for eczema sufferers

Sankyo Pharma is launching a licensed emollient cream for the relief of eczema in primary and secondary care.

Cetraben Emollient Cream is an oil in water emollient preparation and soap substitute formulated to optimise patient compliance.

It does not contain detergents and is non-perfumed to avoid irritation. The non-greasy formulation is hydrating, protecting and cooling to reduce itching. Easily absorbed, it can be used on weepy skin. It should be applied liberally and frequently to ensure maximum effect, and can be used in combination with steroid preparations. It is suitable for all age groups.

The product comes in a pump dispenser which avoids contamination and contains the recommended weekly quantity of emollient cream for an adult full body application.

The launch will be supported by a press advertising campaign and a sampling campaign aimed at eczema sufferers. Direct mail and an eczema educational booklet are also planned among GPs and nurses. The product will be available to pharmacies from February.

**Price: £8.79**

Pack size: 500g  
Sankyo Pharma UK Ltd  
Tel: 01494 766866.



## Breathe easy with holistic aromatherapy blend

The Tisserand Aromatherapy Clear Breathe range is being extended with two new products formulated to help alleviate sinus congestion, bronchitis, colds and flu.

Clear Breathe Inhaler and Clear Breathe Vapour Rub both contain an invigorating blend of black spruce, red myrtle, eucalyptus and peppermint pure essential oils.

The inhaler is designed to be small enough to carry around in a pocket and can be used for immediate relief to ease nasal stuffiness.

The vapour rub is a gel to rub over the chest, throat or back to soothe and clear the airways. It is suitable for overnight use.



**Price: Inhaler £3.50; Vapour Rub £4.50**

Pip code: Inhaler 2850907, Vapour rub: 2850915  
Aromatherapy Products Ltd  
Tel: 01273 325666.

## Adams backs its sugar-free sweets

Halls Mentho-Lyptus Sugar-Free Cherry and Original medicated sweets are being promoted with a £100,000 magazine campaign this month. This is the first time that Adams has specifically supported the brand's sugar-free varieties.

The advertisement builds upon the previous "Take a Deep Breath" campaign and is targeted at health and figure conscious consumers, especially females aged 18-35.

The campaign is part of a £2 million spend on the Halls Mentho-Lyptus brand this winter, including magazine advertising for the Extra Strong variety.

**For more information:**

Adams  
Tel: 02380 620500.

## DoH campaign targets New Year quitters

The Government has launched a hard-hitting advertising campaign designed to encourage smokers to give up the habit in the New Year.

The Department of Health's "Don't give up giving up smoking" campaign urges potential quitters to ring the NHS Smoking Helpline for practical advice and support.

The advertisement features a man who had been a heavy

smoker since the age of 15 until he had a major smoking-related stroke.

He powerfully relays how his health and life changed dramatically as a result of his stroke in an effort to help persuade others to give up smoking.

Last year, the NHS smoking Helpline took an unprecedented 10,000 calls in the first week of

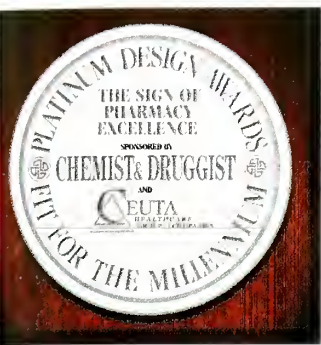
the New Year. This is around three times the average call volume.

Callers can obtain a range of appropriate information leaflets, ask about smoking cessation services in their local area, or seek help and advice from specialist advisers.

**For more information:**

NHS Smoking Helpline  
Tel: 0800 169 0 169.





# Platinum Design Awards

Your pharmacy could be one of the first to go Platinum with the new Platinum Pharmacy Design Awards. If you have designed, refitted or redeveloped part of a pharmacy between January 2000 and December 2001, you are eligible to enter the Awards, which are co-sponsored by Chemist & Druggist and Ceuta Healthcare. There is a luxury holiday for two and a prize fund of £5,000 to be won by pharmacies that reach the Platinum standard.



The professional world of the community pharmacist is changing faster than ever. So community pharmacies must be designed and fitted to the highest standards to reflect their role as centres of healthcare expertise. Whether it is a new consultation area, a redesigned dispensary, or a complete shop refit, your pharmacy should show that you are prepared to meet the challenges of modern day practice. And if you think your refit could be up to Platinum standard, you will be in with a chance to win the holiday of your lifetime as well as a share of £5,000 prize money. Excellence should apply to every pharmacy so the Awards are open to all, both independents and multiples. The entrant with the best new consultation area will win a luxury holiday for two. And there is a prize fund of £5,000 to be shared among the five finalists in the other two categories, which recognise either major refits or smaller projects. A Platinum Award will be your mark of excellence and something that you can be proud of. So if you have just had, or are about to have, a refit and think it deserves Platinum status, go ahead and enter.

## The categories

There are three categories in the Design Awards:

1. Newly opened pharmacy or a major refit involving all or a major part of the shop floor. The judges will be looking for shopfittings and a layout that is functional and sympathetic to the building and the nature of the pharmacy business. Emphasis will be placed on how successfully the refit creates a professional healthcare retailing environment within the constraints of the project budget.
2. Special feature or partial refit. This category recognises innovations in pharmacy design that are not a comprehensive refit. Examples include special dispensary features, new shop fronts and fascias, window designs, novel retail fixtures and so on.
3. Best consultation area. Anyone who has had either a new, or an improved consultation area fitted can enter this category. The winner will be jetting off on a luxury holiday.

## The prizes

Prizes in each category will be: Category 1: £2,000 for the winning pharmacy, with £1,000 for the runner-up, and winner's

plaques for both.

Category 2: £1,000 for the winning pharmacy with £500 for the two runners-up, and winner's plaques for all three.

Category 3: A luxury holiday for two for the winning entry.

## How to enter

Entrants must describe in no more than 700 words the principle objectives of the work undertaken, how they were achieved, and the impact on the business.

The following information could all usefully be included in your submission:

- the timetable and programme of work in carrying through the project
- the budget and how the refit was costed
- evidence of what the shopfit / special feature has delivered to the pharmacy in terms of customer satisfaction, enhanced professionalism and increased turnover
- before and after photographs and architects' drawings to illustrate the shopfit or special feature.

## Eligibility

Entrants can include:

- pharmacy proprietors
- pharmacy managers



## The rules

Work must have taken place between January 1, 2000, and December 31, 2001.

Entries must be printed or typewritten on A4 paper.

Entry forms are available from Jan Powis at Chemist & Druggist (tel: 01732 377487), Ceuta Healthcare (tel: 01202 780558) and Ceuta sales representatives

Entries should be sent to 'Platinum Pharmacy Design Awards, Chemist & Druggist, CMP Information Ltd, Sovereign House, Sovereign Way, Tonbridge, Kent TN9 1RW.

The closing date for entries is February 1, 2002.

The winners will be invited to an Awards luncheon, and the results announced in Chemist & Druggist before April 30, 2002. Chemist & Druggist retains the right to publish details of any of the entries submitted.

- head office (for multiples)
- shop designers or planners

*(pharmacy managers should obtain the consent of their head office or the owner before submitting an entry. Shop fitters/designers should seek the consent of the party who commissioned the work.)*





# Conferences & exhibitions

Local Pharmaceutical Committee Conference followed by the Pharmaceutical Services Negotiating Committee annual dinner on March 4 at the Queen Elizabeth II Centre, London. Details from PSNC on 01296 432823.

HC 2002 healthcare computing conference and exhibition March 18-20 in Harrogate. Details on 01932 821723.

Association of the British Pharmaceutical Industry annual general meeting and dinner, April 11 at Grosvenor House, Park Lane, London. Further information on 020 7930 3477.

British Society for the History of Pharmacy annual conference, April 12-14, St Mellon's Hotel, Cardiff. Further details from Peter Homan on 01372 723001.

Guild of Healthcare Pharmacists weekend school, April 12-14 in Manchester. For further information [www.ghp.org.uk](http://www.ghp.org.uk)

The Vantage Convention will be held from April 12-17 in Cape Town, South Africa. Further information from Expertease on 020 7936 8450.

e-World Healthcare & Pharmaceuticals, May 2 at the Meridien Russell Square Hotel, London. For further information contact Revolution Events on 01732 367007 or [www.info@revolution-events.com](mailto:www.info@revolution-events.com)

National Association of Women Pharmacists annual general meeting and weekend conference, *Care of the Elderly*, on April 12-14 in Bristol. Details from Mrs Ecclestone on 01453 759516.

Institute of Pharmacy Management International spring conference April 27-28, at the White Hart Hotel, Salisbury. For further information contact Nicholas Wood on 01277 823889.

British Pharmaceutical Students' Association annual



## Chemex 2002

September 8-9 at ExCel

conference, April 7-14 at Portsmouth. Details from Emma Hughes on 07887 586318 or Gillian Campbell 07974 412527.

Pharmaceutical Society of Northern Ireland presidential dinner, April 28 at the Hilton Hotel, Templepatrick, Co Antrim. Details from Sheila Maltby on 02890 326927.

European Society of Clinical Pharmacy spring conference, May 8-11 in Slovenia. Details on +31 71 5722430. [www.escp.nl](http://www.escp.nl)

Cosmetics, Toiletry & Perfumery Association annual general meeting and dinner, May 9 at the Hotel Intercontinental, London. Details on 020 7491 8891.

Primary Care 2002, May 10-11 at the NEC, Birmingham. Further information on 0151 709 8979.

Royal Pharmaceutical Society annual general meeting, May 15 and branch representatives' meeting, May 16, at the Royal Pharmaceutical Society, Lambeth. Further details from

Amanda King on 020 7572 2333.

United Kingdom Clinical Pharmacy Association Spring Symposium, May 17-19, including the annual general meeting on the 18th, at the Hilton Manchester Airport Hotel. Further information from Mrs Kennedy on 0116 277 6999.

Nucare Convention, May 17-19, at the Marriott Forest of Arden Hotel. Further information from John Barklamb on 020 8731 2468.

European Proprietary Medicines Manufacturers' Association (AESGP) annual meeting, June 5-7 in Dublin. Further information on +32 (0) 2735 5130 or [www.aesgp.be](http://www.aesgp.be)

British Association of Pharmaceutical Wholesalers annual general meeting, June 12-14 in Belfast. Further information on 01252 711412 or [www.bapw.co.uk](http://www.bapw.co.uk)

RPSGB Scottish Executive annual meeting, June 20 at 36 York Place, Edinburgh. Details from Dr Sheila Stevens on 0131 556 4386.

Proprietary Association of

Great Britain annual general meeting and dinner, June 20, at the Hilton Hotel, Park Lane, London. Details on 020 7242 8331.

RPSGB Welsh Executive annual meeting and lecture, July 10 at Techniquist in Cardiff Bay. Further details on 02920 412800.

International Pharmaceutical Federation (FIP) International Congress, August 31-September 5 in Nice, +31 7030 21982 or [www.fip.nl](http://www.fip.nl)

Chemex exhibition, September 8-9 at ExCel, London Docklands. Further information from David Morgan on 01732 377256.

UK Medicines Information conference, September 19-21 in Chester. Further information on [www.ukmi.uhs.uk](http://www.ukmi.uhs.uk)

The Unichem Convention will be held in Mauritius from September 21-28. Further information from SOLER on 020 7534 9650.

British Pharmaceutical Conference, September 23-25, at the G Mex Centre, Manchester. Details on 0121 248 3399 or [www.health-links.co.uk](http://www.health-links.co.uk)

Institute of Healthcare Management annual conference, October 8-9 in Torquay. Further information from Rebecca Dodman on 020 7881 9235.

e-World Healthcare & Pharmaceuticals, October 24 at the Meridien Russell Square Hotel, London. For further information contact Revolution Events on 01732 367007 or [www.info@revolution-events.com](mailto:www.info@revolution-events.com)

United Kingdom Clinical Pharmacy Association autumn symposium, November 22-24 at the Hilton Hotel, Blackpool. Further information from Mrs Kennedy on 0116 2776999.

The National Institute for Clinical Excellence annual conference, December 4-5 at the ICC in Birmingham. Further information from Sterling events on 0151 709 8979.





COUNTER  
ATTACK UniChem

Trade prices are per unit unless otherwise stated. Bold upright figures (**0.14**) in the retail column indicate price is subject to retail price maintenance. Italic figure (*0.14*) is the manufacturers recommended price. Light upright (0.14) is a suggested guide. **a** = price advanced. **r** = price reduced. **●** = new entry. **d** = deleted. **c** = change or correction. **i** = insert. **Three simple rules for price checking.** 1. Look under 'This Week's changes'. *If price is not listed.* 2. Check cumulative section. *If price is not listed.* 3. Refer to the last main price list. *Price is latest notified.*

Chemist&Druggist 5 January 2002 33 



|  | PIP code            | Trade     | VAT         | Retail |       |     |     |   |  | PIP code   | Trade                | VAT         | Retail |       |        |    |   |  |  |  |
|--|---------------------|-----------|-------------|--------|-------|-----|-----|---|--|--|----------------------|-------------|--------|-------|--------|----|---|--|--|--|
| MARLEN (Pelican Healthcare)  |                     |           |             |        |       |     |     |   |  |  |                      |             |        |       |        |    |   |  |  |  |
| one-piece colostomy pouches  |                     |           |             |        |       |     |     |   |  |  |                      |             |        |       |        |    |   |  |  |  |
| flat pre-cut   |                     |           |             |        |       |     |     |   |  |  |                      |             |        |       |        |    |   |  |  |  |
| opaque   | 8014                | 223-5406  | 29.30(15)   | S      |       |     | a   |   |  | opaque   | 218-5072             | 67.15(30)   | S      |       |        |    |   |  |  |  |
| transparent  | 8614                | 223-5612  | 29.30(15)   | S      |       |     | a   |   |  | drainable ostomy pouch   |                      |             |        |       |        |    |   |  |  |  |
| shallow convex   |                     |           |             |        |       |     |     |   |  | clear  | pre-cut 234-3978     | 68.29(30)   | S      |       |        |    |   |  |  |  |
| pre-cut opaque   | 8015                | 223-5828  | 29.30(15)   | S      |       |     | a   |   |  | cut-to-fit   | 110620 234-3952      | 68.29(30)   | S      |       |        |    |   |  |  |  |
| pre-cut transparent  | 8615                | 223-6032  | 29.30(15)   | S      |       |     | a   |   |  | duo vent clear   | 1102 series 267-0701 | 67.29(30)   | S      |       |        |    |   |  |  |  |
| ultra opaque   |                     |           |             |        |       |     |     |   |  | duo vent mini  |                      |             |        |       |        |    |   |  |  |  |
| flat starter hole  | 801312              | 223-5380  | 29.30(15)   | S      |       |     | a   |   |  | clear cut-to-fit   | 111200 267-2855      | 65.22(30)   | S      |       |        |    |   |  |  |  |
| ultra transparent  |                     |           |             |        |       |     |     |   |  | opaque   | 1112 series 267-2863 | 65.22(30)   | S      |       |        |    |   |  |  |  |
| flat starter hole  | 861312              | 223-5398  | 29.30(15)   | S      |       |     | a   |   |  | duo vent opaque  |                      |             |        |       |        |    |   |  |  |  |
| one-piece ileostomy pouches  |                     |           |             |        |       |     |     |   |  | cut-to-fit   | 1103 series 267-0610 | 67.29(30)   | S      |       |        |    |   |  |  |  |
| flat pre-cut   |                     |           |             |        |       |     |     |   |  | opaque   | pre-cut 234-4034     | 68.29(30)   | S      |       |        |    |   |  |  |  |
| opaque standard pouch  | 5014                | 223-4516  | 32.81(15)   | S      |       |     | a   |   |  | cut-to-fit   | 110720 234-3960      | 68.29(30)   | S      |       |        |    |   |  |  |  |
| starter hole   | 501312              | 223-4730  | 32.81(15)   | S      |       |     | a   |   |  |  |                      |             |        |       |        |    |   |  |  |  |
| shallow convex   |                     |           |             |        |       |     |     |   |  | PELICAN SELECT AFRESH (Pelican Healthcare)   |                      |             |        |       |        |    |   |  |  |  |
| pre-cut opaque   |                     |           |             |        |       |     |     |   |  | closed pouch   |                      |             |        |       |        |    |   |  |  |  |
| standard pouch   | 5015                | 223-4953  | 33.58(15)   | S      |       |     | a   |   |  | clear  | standard 281-1206    | 66.14(30)   | S      |       |        |    |   |  |  |  |
| one-piece urostomy pouches   |                     |           |             |        |       |     |     |   |  | mini   | 281-1446             | 66.14(30)   | S      |       |        |    |   |  |  |  |
| flat pre-cut   |                     |           |             |        |       |     |     |   |  | opaque   | standard 281-1081    | 66.14(30)   | S      |       |        |    |   |  |  |  |
| transparent standard pouch   | 7614                | 223-3666  | 39.93(10)   | S      |       |     | a   |   |  | mini   | 281-1321             | 66.14(30)   | S      |       |        |    |   |  |  |  |
| shallow convex   |                     |           |             |        |       |     |     |   |  | PELICAN SELECT NEONATAL (Pelican Healthcare)   |                      |             |        |       |        |    |   |  |  |  |
| pre-cut transparent  |                     |           |             |        |       |     |     |   |  | drainable ostomy pouch   |                      |             |        |       |        |    |   |  |  |  |
| standard pouch   | 7615                | 223-4094  | 39.93(10)   | S      |       |     | a   |   |  | opaque   | 276-7044             | 59.02(30)   | S      |       |        |    |   |  |  |  |
| ultra transparent  |                     |           |             |        |       |     |     |   |  | PELICAN SELECT PAEDIATRIC (Pelican Healthcare)   |                      |             |        |       |        |    |   |  |  |  |
| flat starter hole  |                     |           |             |        |       |     |     |   |  | plan fabric  |                      |             |        |       |        |    |   |  |  |  |
| standard pouch   | 761312              | 223-3641  | 39.93(10)   | S      |       |     | a   |   |  | cut to fit   | 267-2764             | 61.08(30)   | S      |       |        |    |   |  |  |  |
| single-use needles   |                     |           |             |        |       |     |     |   |  | teddy printed fabric   |                      |             |        |       |        |    |   |  |  |  |
| intraosseous   |                     |           |             |        |       |     |     |   |  | cut to fit   | 267-2780             | 61.08(30)   | S      |       |        |    |   |  |  |  |
| 20G x 1" thinwall  | 304827              | 201-5782  | 2.80(100)   | S      |       |     | d   |   |  | PHOENIX (Pelican Healthcare)   |                      |             |        |       |        |    |   |  |  |  |
| 22G x 1" thinwall  | 304727              | 201-5758  | 2.80(100)   | S      |       |     | d   |   |  | colostomy bags   |                      |             |        |       |        |    |   |  |  |  |
| regular  |                     |           |             |        |       |     |     |   |  | opaque pouches   | casual 012-1509      | 163.35(100) | S      |       |        |    |   |  |  |  |
| 20G x 1.5"   | 301300              | 201-5774  | 2.80(100)   | S      |       |     | d   |   |  |  | plosed 012-1624      | 175.60(100) | S      |       |        |    |   |  |  |  |
| 21G x 5/8"   | 304434              | 201-5832  | 2.80(100)   | S      |       |     | d   |   |  | PHYTEX (Forest Labs)   |                      |             |        |       |        |    |   |  |  |  |
| 26G x 5/8" thinwall  | 304300              | 201-5683  | 2.28(100)   | S      |       |     | d   |   |  | Effective January 07   |                      |             |        |       |        |    |   |  |  |  |
| NERISONE (Meadow Labs)   |                     |           |             |        |       |     |     |   |  | paint  | 25ml 018-1230        | 15.60(10)   | S      | 2.75  | P      |    |   |  |  |  |
| cream  | 30g                 | 002-8688  | 1.59        | S      |       |     | POM | c |  | POSSALFILIN (Norgine)  |                      |             |        |       |        |    |   |  |  |  |
| oil  | 30g                 | 011-6574  | 2.56        | S      |       |     | POM | c |  | Effective January 01   |                      |             |        |       |        |    |   |  |  |  |
| ointment   | 30g                 | 011-6608  | 1.59        | S      |       |     | POM | c |  | ointment   | tube 10g 032-0598    | 3.43        | S      |       |        | P  |   |  |  |  |
| NERISONE FORTE (Meadow Labs)   |                     |           |             |        |       |     |     |   |  | PROCAM (Irish Skincare)  |                      |             |        |       |        |    |   |  |  |  |
| oil cream  | 15g                 | 002-4406  | 2.09        | S      |       |     | POM | c |  | Effective January 07   |                      |             |        |       |        |    |   |  |  |  |
| ointment   | 15g                 | 033-7758  | 2.09        | S      |       |     | POM | c |  | scalp lotion   | 245-9402             | 6.23        | S      | 10.99 |        |    |   |  |  |  |
| NITROMIN (Servier Labs)  |                     |           |             |        |       |     |     |   |  | shampoo  | 245-9394             | 4.53        | S      | 7.99  |        |    |   |  |  |  |
| Effective January 07   |                     |           |             |        |       |     |     |   |  | skin lotion  | 245-9410             | 6.23        | S      | 10.99 |        |    |   |  |  |  |
| pump spray   |                     |           |             |        |       |     |     |   |  | PROPAIN (Sankyo Pharma)  |                      |             |        |       |        |    |   |  |  |  |
| 400mcg/dose  | 200 doses           | 284-6772  | 3.13        | S      |       |     | POM | * |  | (distributors UDG)   |                      |             |        |       |        |    |   |  |  |  |
| NORMACOL (Norgine)   |                     |           |             |        |       |     |     |   |  | caplets  | 16 265-1586          | 1.68        | S      | 2.95  | PCDISL | r  |   |  |  |  |
| Effective January 01   |                     |           |             |        |       |     |     |   |  |  | 32 265-1594          | 2.62        | S      | 4.60  | PCDISL | r  |   |  |  |  |
| sachets  | 500g                | 019-5016  | 6.05        | S      |       |     | GSL | a |  | PYRALVEX (Norgine)   |                      |             |        |       |        |    |   |  |  |  |
| NORMACOL PLUS (Norgine)  | 60 x 7g             | 026-4341  | 5.11        | S      |       |     | GSL | a |  | (distributors Ceuta Healthcare)  |                      |             |        |       |        |    |   |  |  |  |
| Effective January 01   |                     |           |             |        |       |     |     |   |  | Effective January 01   |                      |             |        |       |        |    |   |  |  |  |
| granules   | 500g                | 019-4969  | 6.50        | S      |       |     | GSL | a |  | solution   | 10ml 005-1359        | 1.50        | S      |       |        | P  |   |  |  |  |
| sachets  | 60 x 7g             | 038-7951  | 5.45        | S      |       |     | GSL | a |  | 0.5%   |                      |             |        |       |        |    |   |  |  |  |
| OILATUM (Stiefel)  |                     |           |             |        |       |     |     |   |  | SASSCO (Pelican Healthcare)  |                      |             |        |       |        |    |   |  |  |  |
| Effective January 01   |                     |           |             |        |       |     |     |   |  | colostomy bags   |                      |             |        |       |        |    |   |  |  |  |
| bath formula   | 150ml               | 233-7707  | 2.82        | S      | 4.95  | GSL | a   |   |  | opaque pouches   | closed 011-9982      | 167.26(100) | S      |       |        |    |   |  |  |  |
| cream  | 300ml               | 241-0694  | 5.10        | S      | 8.95  | GSL | a   |   |  | ileostomy bags   |                      |             |        |       |        |    |   |  |  |  |
| OILATUM JUNIOR (Stiefel)   | 150g                | 280-3237  | 3.38        | S      | 5.96  | GSL | a   |   |  | drainable  | 026-2881             | 192.02(100) | S      |       |        |    |   |  |  |  |
| Effective January 01   |                     |           |             |        |       |     |     |   |  | SCHAR (Nutrition Point)  |                      |             |        |       |        |    |   |  |  |  |
| bath formula   | 150ml               | 233-7715  | 2.82        | S      | 4.95  | GSL | a   |   |  | Effective January 01   |                      |             |        |       |        |    |   |  |  |  |
| PAINEX (Lagap Pharms)  | 300ml               | 241-0686  | 5.10        | S      | 8.95  | GSL | a   |   |  | gluten free foods  |                      |             |        |       |        |    |   |  |  |  |
| (paracetamol 450mg, doxylamine succinate 5mg, caffeine 30mg, codeine phosphate 10mg) |                     |           |             |        |       |     |     |   |  | baguette   | 400g 224-0117        | 2.45        | Z      | 3.27  | BS     | c  |   |  |  |  |
| caplets  | 32                  | 284-9677  | ...         | S      | 2.19  | P   |     |   |  | biscuits   | 175g 246-9138        | 1.80        | Z      | 2.40  | BS     | c  |   |  |  |  |
| PARACETAMOL (see Painex)   |                     |           |             |        |       |     |     |   |  | bread  | 250g 033-3971        | 1.41        | Z      | 1.88  | BS     | c  |   |  |  |  |
| PARASOL (Irish Skincare)   |                     |           |             |        |       |     |     |   |  | bread crumbs   | 250g 246-9039        | 1.55        | Z      | 2.07  |        | c  |   |  |  |  |
| Effective January 07   |                     |           |             |        |       |     |     |   |  | bread mix  | 1000g 241-3094       | 4.50        | Z      | 6.00  | BS     | c  |   |  |  |  |
| facial protection  | 100ml               | 284-9412  | 9.64        | S      | 16.99 |     |     |   |  | bread rolls  | 150g 033-3997        | 1.50        | Z      | 2.00  | BS     | c  |   |  |  |  |
| high protection  |                     |           |             |        |       |     |     |   |  | bread sticks   | 150g 259-5098        | 1.22        | Z      | 1.63  |        | c  |   |  |  |  |
| sun filter   | 100ml               | 240-8342  | 6.23        | S      | 10.99 |     |     |   |  | broches  | 150g 246-9070        | 1.39        | Z      | 1.85  |        | c  |   |  |  |  |
| 20+  |                     |           |             |        |       |     |     |   |  | brown bread earth-sliced   | 250g 276-2805        | 1.50        | Z      | 2.00  |        | c  |   |  |  |  |
| high protection  |                     |           |             |        |       |     |     |   |  | cake mix   | 500g 033-5331        | 4.25        | Z      | 5.67  | BS     | c  |   |  |  |  |
| sun filter   | 100ml               | 208-6353  | 6.80        | S      | 11.99 |     |     |   |  | chocolate biscuits   | 150g 246-9146        | 1.22        | S      | 1.91  |        | c  |   |  |  |  |
| 25+  | 200ml               | 240-8334  | 10.77       | S      | 18.99 |     |     |   |  | cioccolini biscuits  | 125g 246-9187        | 1.39        | Z      | 1.85  |        | c  |   |  |  |  |
| high protection  |                     |           |             |        |       |     |     |   |  | cracker toast  | 150g 240-8201        | 1.80        | Z      | 2.40  | BS     | c  |   |  |  |  |
| sun filter   | 200ml               | 208-6353  | 6.80        | S      | 11.99 |     |     |   |  | crackers   | 200g 033-5182        | 2.15        | Z      | 2.87  | BS     | c  |   |  |  |  |
| hair+  |                     |           |             |        |       |     |     |   |  | crispbread   | 250g 033-4805        | 3.00        | Z      | 4.00  | BS     | c  |   |  |  |  |
| PELICAN (Pelican Healthcare)   |                     |           |             |        |       |     |     |   |  | fantasia sponge cake   | 500g 246-9062        | 3.26        | Z      | 4.35  | SL     | c  |   |  |  |  |
| colostomy bags   |                     |           |             |        |       |     |     |   |  | flour mix for cooking  | 1000g 240-8235       | 4.50        | Z      | 6.00  | BS     | c  |   |  |  |  |
| opaque pouches   | casual 041-4896     | 73.34(30) | S           |        |       |     |     |   |  | frollini tea biscuits  | 200g 281-6676        | 2.00        | Z      | 2.67  | BS     | c  |   |  |  |  |
| dot pouch deodorant  | 130103 7ml          | 026-2931  | 2.02        | S      |       |     |     |   |  | lasagne  | 250g 078-4553        | 2.80        | Z      | 3.73  | BS     | c  |   |  |  |  |
| drainable pouch  | paediatric 007-3973 | 69.98(30) | S           |        |       |     |     |   |  | lunch rolls  | 150g 242-1139        | 1.30        | Z      | 1.73  | BS     | c  |   |  |  |  |
| drainable pouch clips  | opaque 041-4946     | 78.11(30) | S           |        |       |     |     |   |  | magdalenas apricot filling   | 125g 246-9088        | 1.39        | Z      | 1.85  |        | c  |   |  |  |  |
| drainable pouch covers   | 130406 005-1169     | 6.39(20)  | S           |        |       |     |     |   |  | meranetti cocoa cup cakes  | 150g 274-7418        | 1.49        | Z      | 1.99  |        | c  |   |  |  |  |
| latex gloves   | 130209 007-3791     | 11.96(5)  | S           |        |       |     |     |   |  | muesli   | 375g 246-9229        | 2.21        | Z      | 2.95  |        | c  |   |  |  |  |
| small 211-3892, medium 211-3900, large 211-3918                                      |                     |           |             |        |       |     |     |   |  | noccioli hazelnut biscuits   | 150g 246-9153        | 1.22        | Z      | 1.63  |        | c  |   |  |  |  |
| paste  | 130101 100g         | 026-2915  | 7.05        | S      |       |     |     |   |  | pastas   | 250g                 | 1.80        | Z      | 2.40  | BS     | c  |   |  |  |  |
| polyethylene gloves  |                     | 028-9744  | 53.26(5000) | S      |       |     |     |   |  | rings 246-9260, shells 246-9252  |                      |             |        |       |        |    |   |  |  |  |
| pouch covers   |                     |           |             |        |       |     |     |   |  | fusilli 225-6709, macaroni pipette 246-9237, penne 225-6717, rigati 234-3267, spaghetti 033-3930       |                      |             |        |       |        |    |   |  |  |  |
| casual   | 130206 003-4181     | 11.51(5)  | S           |        |       |     |     |   |  | peppitas biscuits  | 200g 246-9179        | 1.22        | Z      | 1.63  |        | c  |   |  |  |  |
| closed   | 130207 004-0949     | 11.58(5)  | S           |        |       |     |     |   |  | pizza bases  | 300g 033-4045        | 3.90        | Z      | 5.20  | BS     | c  |   |  |  |  |
| PVC reusable mattress covers   |                     |           |             |        |       |     |     |   |  | pizzarilli crackers  | 100g 257-8656        | 1.22        | Z      | 1.63  |        | c  |   |  |  |  |
| double   | 012-4487            | 83.52(15) | S           |        |       |     |     |   |  | ready to cook pasta meals  | 100g                 | 1.31        | Z      | 1.75  |        | c  |   |  |  |  |
| single   | 013-5681            | 69.60(15) | S           |        |       |     |     |   |  | fettuccine alla carbonara 274-8119, fusilli alla toscana 274-8101, maccheroni alla permigiana 274-8127 |                      |             |        |       |        |    |   |  |  |  |
| PVC reusable pillow covers   | 014-8429            | 65.83(30) | S           |        |       |     |     |   |  | savory biscuits  | 200g                 | 249-7881    | 2.00   | Z     | 2.67   | BS | c |  |  |  |
| skin protector   |                     |           |             |        |       |     |     |   |  | wafer bars   |                      |             |        |       |        |    |   |  |  |  |
| 100mm x 100mm  | 130320 032-1026     | 20.44(10) | S           |        |       |     |     |   |  | chocolate covered  | 3 x 35g 246-9120     | 1.11        | S      | 1.74  |        | c  |   |  |  |  |
| PELICAN SELECT (Pelican Healthcare)  |                     |           |             |        |       |     |     |   |  | wafer biscuits   | 100g                 | 0.82        | Z      |       |        |    |   |  |  |  |



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|   | PIP code Trade VAT Retail |            |           |      |       |     |   |  |  |  | PIP code Trade VAT Retail  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
|---|---------------------------|------------|-----------|------|-------|-----|---|--|--|--|--|--------------|----------|---|------|------|----|---|--|--|--|--|--|--|--|
| A&D (A & D Instruments)   |                           |            |           |      |       |     |   |  |  | HEALTHCHECKS (Primacy Healthcare)            |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 01</i>   |                           |            |           |      |       |     |   |  |  | vitamin A, C & D                             |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| digital electronic  |                           |            |           |      |       |     |   |  |  | children's, one-a-day tablets                | 30   | 257-5256     |          |   | S    | 0.99 | d  |   |  |  |  |  |  |  |  |
| premium wrist monitor   | UB-401                    | 273-8359   | 47.40     | S    | 89.99 | r   |   |  |  | vitamin C tablets 60mg                       | 120  | 269-5732     |          |   | S    | 1.89 | d  |   |  |  |  |  |  |  |  |
| ADVANTAGE II (Roche Diagnostics)  |                           |            |           |      |       |     |   |  |  | HEALTHLIFE (Primacy Healthcare)              |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 01</i>   |                           |            |           |      |       |     |   |  |  | A-Z multivitamins & minerals                 |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| glucose testing strips  | 50                        | 275-5619   | 15.02     | S    |       | a   |   |  |  | beta carotene capsules 4.8mg                 | 90   | 046-1277     |          |   | S    | 3.69 | d  |   |  |  |  |  |  |  |  |
| ARKOCAPS (Arkopharma)   |                           |            |           |      |       |     |   |  |  | brewers yeast powder tablets 300mg           |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| charcoal 162mg  | 45                        | 284-7325   | 2.80      | S    | 4.85  | *   |   |  |  | calcium chewable apple flavour 400mg         | 500  | 036-3499     |          |   | S    | 2.49 | a  |   |  |  |  |  |  |  |  |
| ASCORBIC ACID (see Beechams)  |                           |            |           |      |       |     |   |  |  | cod liver oil & glucosamine complex          |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| AVEENO (Johnson & Johnson)  |                           |            |           |      |       |     |   |  |  | high strength capsules 1000mg                |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| bath additives  |                           |            |           |      |       |     |   |  |  |  | 30   | 016-1471     |          |   | S    | 1.99 | r  |   |  |  |  |  |  |  |  |
| colloidal 10 x 15g  | 283-7409                  | 4.39       | S         | 7.75 | BS    | *   |   |  |  |  | 90   | 016-1406     |          |   | S    | 3.99 | r  |   |  |  |  |  |  |  |  |
| AVENT (Cannon Rubber)   |                           |            |           |      |       |     |   |  |  | one-a-day capsules                           |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 01</i>   |                           |            |           |      |       |     |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| babycare bottom balm  | 100ml                     | 271-0838   | 2.55      | S    | 4.00  | c   |   |  |  |  | 180  | 227-3662     |          |   | S    | 5.99 | r  |   |  |  |  |  |  |  |  |
| breast pads   |                           |            |           |      |       |     |   |  |  |  | 30   | 007-6943     |          |   | S    | 1.79 | d  |   |  |  |  |  |  |  |  |
| disposable ultra comfort  | 50                        | 284-0254   | 3.19      | S    | 4.99  | *   |   |  |  |  | 60   | 043-7236     |          |   | S    | 1.49 | i  |   |  |  |  |  |  |  |  |
| future mother range   |                           |            |           |      |       |     |   |  |  |  | 90   | 234-5809     |          |   | S    | 3.69 | d  |   |  |  |  |  |  |  |  |
| relaxing bath & shower essence  | 250ml                     | 271-0879   | 3.19      | S    | 5.00  | c   |   |  |  |  | 120  | 043-7244     |          |   | S    | 1.99 | i  |   |  |  |  |  |  |  |  |
| BETA-CARDONE (Celltech Pharms)  |                           |            |           |      |       |     |   |  |  | devil's claw capsules                        |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| tablets   |                           |            |           |      |       |     |   |  |  | evening primrose oil capsules 500mg          | 90   | 036-3515     |          |   | S    | 4.99 | a  |   |  |  |  |  |  |  |  |
| 40mg  | 56                        | 283-1337   | 2.22      | S    | ...   | POM | * |  |  |  | 30   | 005-8339     |          |   | S    | 1.49 | r  |   |  |  |  |  |  |  |  |
| 80mg  | 56                        | 283-1329   | 3.29      | S    | ...   | POM | * |  |  |  | 90   | 026-2337     |          |   | S    | 2.99 | r  |   |  |  |  |  |  |  |  |
| BOURJOIS (Bourjois)   |                           |            |           |      |       |     |   |  |  | 1000mg                                       |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| blusher   |                           |            |           |      |       |     |   |  |  |  | 30   | 046-1368     |          |   | S    | 2.99 | r  |   |  |  |  |  |  |  |  |
| Pastel Joues  |                           |            | 3.14      | S    | 5.75  |     |   |  |  |  | 90   | 046-5468     |          |   | S    | 5.99 | r  |   |  |  |  |  |  |  |  |
| rose bois 284-7259, rose cuivre 284-7267  |                           |            |           |      |       | i   |   |  |  |  | 180  | 210-3059     |          |   | S    | 8.99 | i  |   |  |  |  |  |  |  |  |
| eyeshadow   |                           |            |           |      |       |     |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| trio-effet lumiere  |                           |            | 3.14      | S    | 5.75  |     |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| bleu prusse 268-8794, prune royale 268-8695, violet imperial 268-8760   |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| jeau de soleil  |                           |            | ...       | S    | 10.50 | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| cuivre doré 284-7291, ocre lumineux 284-7275  |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| CAFFEINE (see Beechams)   |                           |            |           |      |       |     |   |  |  | evening primrose oil capsules 500mg          |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| CAREMED (LINC Medical Systems)  |                           |            |           |      |       |     |   |  |  | folic acid capsules 400mcg                   |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| silicone suprapubic catheter  |                           |            |           |      |       |     |   |  |  |  | 90   | 242-2616     |          |   | S    | 1.99 | r  |   |  |  |  |  |  |  |  |
| with integral balloon & opening 2-way short: (08471205) 5ml 12ch 284-8612, (08471405) 5ml 14ch 284-8620, (08471610) 10ml 16ch 284-8638, (08471810) 10ml 18ch 284-8646, (08472010) 10ml 20ch 284-8653, long: (08451205) 5ml 12ch 284-8661, (08451405) 5ml 14ch 284-8679, (08451610) 10ml 16ch 284-8687, (08451810) 10ml 18ch 284-8695, (08452010) 10ml 20ch 284-8703 |                           |            | 10.95     | S    | ...   | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| with opening & shaped tip 2-way (08461205) 5ml 12ch 284-8711, (08461410) 10ml 14ch 284-8729, (08461610) 10ml 16ch 284-8737, (08461810) 10ml 18ch 284-8745, (08462010) 10ml 20ch 284-8752  |                           |            | 8.95      | S    | ...   | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| CAREX (Cussons)   |                           |            |           |      |       |     |   |  |  | garlic pearls one-a-day odourless            |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 01</i>   |                           |            |           |      |       |     |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| handwash  |                           |            |           |      |       |     |   |  |  |  | 30   | 030-5946     |          |   | S    | 1.49 | d  |   |  |  |  |  |  |  |  |
| gentle foaming 250ml  |                           |            | ...       | S    | 2.59  | *   |   |  |  |  | 60   | 284-8844     |          |   | S    | 1.29 | i  |   |  |  |  |  |  |  |  |
| cranberry & jojoba oil 284-6723, tea tree & avocado 284-6715, willowbark & honey 284-6707   |                           |            |           |      |       | i   |   |  |  |  | 90   | 030-6605     |          |   | S    | 2.99 | d  |   |  |  |  |  |  |  |  |
| refill 750ml  |                           |            | 15.39(6)  | S    | 3.49  | *   |   |  |  |  | 120  | 284-8869     |          |   | S    | 1.99 | i  |   |  |  |  |  |  |  |  |
| aloe vera 284-6749, original 284-6731   |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| soft wipes 15   | 284-6756                  | 14.91(12)  | S         | 1.59 |       | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| 40  | 284-6764                  | 17.60(8)   | S         | 2.99 |       | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| CHAPSTICK MEDICATED (Whitehall Labs)  |                           |            |           |      |       |     |   |  |  | st john's wort 300mg                         |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| lip balm single   | 284-7713                  | 24.89(24)  | S         | 1.59 |       | *   |   |  |  |  | 30   | 250-1088     |          |   | S    | 3.89 | a  |   |  |  |  |  |  |  |  |
| CLINUTREN ISO (Nestle Clinical Nutrition)   |                           |            |           |      |       |     |   |  |  | super soya lecithin capsules 1200mg          |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| sup feed multipack 1kcal/ml 4 x 200ml   |                           |            | 4.72      | Z    | ...   | BS  |   |  |  |  | 90   | 046-3257     |          |   | S    | 4.99 | d  |   |  |  |  |  |  |  |  |
| strawberry/raspberry 267-0370   |                           |            |           |      |       | d   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| COMBIBESIVE NATURA (Convatec)   |                           |            |           |      |       |     |   |  |  | B complex tablets                            |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Little Ones</i>  |                           |            |           |      |       |     |   |  |  | B super complex tablets                      |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| closed pouch 32mm opaque  | S7891                     | 284-7200   | 19.10(20) | S    | ...   | *   |   |  |  |  | 30   | 234-5718     |          |   | S    | 1.49 | r  |   |  |  |  |  |  |  |  |
| 45mm opaque   | S7892                     | 284-7226   | 19.10(20) | S    | ...   | *   |   |  |  |  | 90   | 234-5700     |          |   | S    | 1.99 | r  |   |  |  |  |  |  |  |  |
| drainable pouch 32mm clear  | S7880                     | 284-7184   | 11.19(10) | S    | ...   | *   |   |  |  |  | 30   | 238-9765     |          |   | S    | 4.49 | d  |   |  |  |  |  |  |  |  |
| 45mm clear  | S7884                     | 284-7192   | 11.19(10) | S    | ...   | *   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| flexible flanges 32mm   | S7811                     | 284-7150   | 14.24(5)  | S    | ...   | *   |   |  |  |  | 30   | 218-5973     |          |   | S    | 3.19 | d  |   |  |  |  |  |  |  |  |
| 45mm  | S7812                     | 284-7168   | 14.24(5)  | S    | ...   | *   |   |  |  |  | 60   | 284-8901     |          |   | S    | 3.99 | i  |   |  |  |  |  |  |  |  |
| urostomy pouch 32mm clear   | S7850                     | 284-7176   | 24.39(10) | S    |       | *   |   |  |  |  | 30   | 218-5957     |          |   | S    | 1.49 | d  |   |  |  |  |  |  |  |  |
| CUSSENS (Cussons)   |                           |            |           |      |       |     |   |  |  | multivitamins + iron tablets                 |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 01</i>   |                           |            |           |      |       |     |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| Imperial Leather  |                           |            |           |      |       |     |   |  |  |  | 30   | 218-8885     |          |   | S    | 1.49 | d  |   |  |  |  |  |  |  |  |
| foamburst scent-sations 150ml   |                           |            | 15.31(6)  | S    | 3.49  | *   |   |  |  |  | 180  | 284-9008     |          |   | S    | 2.99 | i  |   |  |  |  |  |  |  |  |
| cassia & ginger 284-6673, cucumber & lime 284-6681, juniper & yuzu 284-6699   |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| DOVE (Lever Faberge)  |                           |            |           |      |       |     |   |  |  | wild sea kelp tablets 300mg                  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| conditioner 200ml   |                           |            |           |      |       | *   |   |  |  |  | 250  | 035-3391     |          |   | S    | 2.99 | SL | a |  |  |  |  |  |  |  |
| coloured 283-2228, dry 283-2210, normal 283-2202  |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| shampoo 250ml   |                           |            | ...       | S    | 2.59  | *   |   |  |  |  | 90   | 242-2632     |          |   | S    | 2.49 | r  |   |  |  |  |  |  |  |  |
| 2 in 1 283-2194, coloured 283-2186, dry 283-2160, greasy 283-2178, normal 283-2152  |                           |            |           |      |       | i   |   |  |  |  |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| DR STUARTS (Simpkin)  |                           |            |           |      |       |     |   |  |  | body spray                                   |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| botanical teas 6.25(6)  | Z                         | 1.39       |           |      |       |     |   |  |  |  | moongrass 283-2236   | aerosol 75ml |          |   | S    | 2.29 | i  |   |  |  |  |  |  |  |  |
| echinacea plus 284-7218   |                           |            |           |      |       | i   |   |  |  |  | <b>JEYES (Jeyes)</b>   |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| EROS (Savoy Labs)   |                           |            |           |      |       |     |   |  |  | <i>(distributors Chemist Brokers)</i>        |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| condoms 8   | 284-7234                  | 18.00(10)  | S         | 3.99 |       | *   |   |  |  |  | <i>Effective January 01</i>  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| EXPULIN (Shire Pharms)  |                           |            |           |      |       |     |   |  |  | fragrant mist calm 284-0650, energy 284-0643 |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| chesty cough sugar free 100ml   | 239-1472                  | 1.00       | S         | 2.35 | GSL   | d   |   |  |  |  | <b>KAZ (BeWell)</b>  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| GRANOVITA (GranoVita)   |                           |            |           |      |       |     |   |  |  | instant ice vaporizer hot steam              |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| Vitapharma  |                           |            |           |      |       |     |   |  |  | KIRA (Lichtwer Pharma)                       |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| essential oils 10ml   |                           |            | 13.24(6)  | S    | 3.99  | *   |   |  |  |  | <i>(distributors Chemist Brokers)</i>  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| bergamont 284-9149, lavender 284-9156, ylang-ylang 284-9164   |                           |            | 8.26(6)   | S    | 2.49  | *   |   |  |  |  | <i>Effective January 01</i>  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| cucalyptus 284-9172, evening spirit 284-9248, grapefruit 284-9180, japanese mint 284-9198, lemon 284-9206, lemon grass 284-9214, orange 284-9230  |                           |            |           |      |       | i   |   |  |  |  | agnus castus   |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| organic tea tree oil 10ml   | 284-9131                  | 26.49(12)  | S         | 3.99 |       | i   |   |  |  |  | 30   | 284-6566     | 27.20(6) | S | 7.99 | *    |    |   |  |  |  |  |  |  |  |
| HANSAPLAST THERMO (Beiersdorf)  |                           |            |           |      |       |     |   |  |  | Les Blondissimes                             |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| herbal heat plaster 02990   | 242-4745                  | 101.16(36) | S         | 4.65 | GSL   | c   |   |  |  |  | <i>lightest ash blonde 051-0453, lightest golden blonde 051-0461, lightest natural blonde 051-0446</i> |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| HEALTH AID (Pharmadass)   |                           |            |           |      |       |     |   |  |  | <b>LIPITOR (Parke Davis)</b>                 |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| <i>Effective January 02</i>   |                           |            |           |      |       |     |   |  |  | <i>(distributors Pfizer)</i>                 |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| amino acid supplements  |                           |            |           |      |       |     |   |  |  |  | <i>Effective January 01</i>  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| L-cysteine tablets 550mg  | 60                        | 284-7705   | 7.41      | S    | 12.99 | *   |   |  |  |  | tablets  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| vitamin C supplements   |                           |            |           |      |       |     |   |  |  | 10mg   |  |              |          |   |      |      |    |   |  |  |  |  |  |  |  |
| Wintervits  |                           |            |           |      |       |     |   |  |  |  | 28   | 238-4279     | 29.69    | S | ...  | POM  | r  |   |  |  |  |  |  |  |  |
| tablets 30  | 258-2179                  | 3.99       | S         | 6.99 |       | a   |   |  |  |  | 28   | 238-4279     | 29.69    | S | ...  | POM  | r  |   |  |  |  |  |  |  |  |
|   |                           |            |           |      |       |     |   |  |  |  | 28   | 238-4287     | 29.69    | S | ...  | POM  | r  |   |  |  |  |  |  |  |  |
|   |                           |            |           |      |       |     |   |  |  |  | 28   | 271-3550     | 29.69    | S | ...  | POM  | r  |   |  |  |  |  |  |  |  |



|  | PIP code | Trade      | VAT       | Retail |          |
|--|----------|------------|-----------|--------|----------|
| <b>LOFRIC</b> (Astra Tech)   |          |            |           |        |          |
| cath-kit   |          |            |           |        |          |
| nelaton catheter with  |          |            |           |        |          |
| integral drainage bag  |          | paediatric | 37.50(25) | S      |          |
| <i>ch06 284-8166, ch08 284-8174, ch10 284-8182</i>   |          |            |           |        |          |
| male   |          |            | 37.50(25) | S      |          |
| <i>ch08 284-8190, ch10 284-8208, ch12 284-8216, ch14 284-8224, ch16 284-8232, ch18 284-8240</i>  |          |            |           |        |          |
| female   |          |            | 37.50(25) | S      |          |
| <i>ch08 284-8257, ch10 284-8265, ch12 284-8273, ch14 284-8281, ch16 284-8299, ch18 284-8307</i>  |          |            |           |        |          |
| tiemam catheter with   |          |            |           |        |          |
| integral drainage bag  |          |            | 37.50(25) | S      |          |
| <i>ch10 284-8315, ch12 284-8331, ch14 284-8349, ch16 284-8356, ch18 284-8364</i>   |          |            |           |        |          |
| hydro-kit  |          |            |           |        |          |
| nelaton catheter with  |          |            |           |        |          |
| integral drainage bag  |          | male       | 33.60(20) | S      |          |
| <i>ch08 284-8422, ch10 284-8430, ch12 284-8448, ch14 284-8455, ch16 284-8463, ch18 284-8471</i>  |          |            |           |        |          |
| female   |          |            | 33.60(20) | S      |          |
| <i>ch08 284-8489, ch10 284-8497, ch12 284-8505, ch14 284-8513, ch16 284-8539, ch18 284-8521</i>  |          |            |           |        |          |
| paediatric   |          |            | 33.60(20) | S      |          |
| <i>ch06 284-8554, ch08 284-8562, ch10 284-8570</i>   |          |            |           |        |          |
| tiemam catheter with   |          |            |           |        |          |
| integral drainage bag  |          |            | 33.60(20) | S      |          |
| <i>ch10 284-8372, ch12 284-8380, ch14 284-8398, ch16 284-8406, ch18 284-8414</i>   |          |            |           |        |          |
| <b>LYNX</b> (Lever Faberge)  |          |            |           |        |          |
| aftershave   |          | 100ml      | ...       | S      | 7.45     |
| <i>dimension 283-2244</i>  |          |            |           |        |          |
| body spray   |          | 150ml      | ...       | S      | 2.49     |
| aerosol  |          |            |           |        |          |
| <i>dimension 283-2251</i>  |          |            |           |        |          |
| deodorant stick  |          | 50ml       | ...       | S      | 2.29     |
| <i>dimension 283-2285</i>  |          |            |           |        |          |
| roll-on  |          | 50ml       | ...       | S      | 1.99     |
| <i>dimension 283-2269</i>  |          |            |           |        |          |
| shower gel   |          | 250ml      | ...       | S      | 2.19     |
| <i>dimension 283-2277</i>  |          |            |           |        |          |
| <b>LYOFOAM</b> (SSL International)   |          |            |           |        |          |
| sterile wound dressings  |          | P60        | 004-0600  | 167.80 | S 295.75 |
| <b>MAYBELLINE</b> (Laboratoires Garnier)   |          |            |           |        |          |
| eye make-up  |          |            |           |        |          |
| eye liner  |          |            |           |        |          |
| liner express  |          |            | 11.67(3)  | S      | ...      |
| <i>beige 252-3868, blue 252-3850, burgundy brown 252-3876, shimmer grey 252-3884</i>   |          |            |           |        |          |
| eyeshadow  |          |            | 7.42(3)   | S      | ...      |
| natural accents  |          |            |           |        |          |
| <i>cool mint 252-3467, crimson dust 252-3392, electric penny 252-3376, goldlights 252-3459, grey zone 252-3483, khaki 264-7303, like lilac 252-3426, pink chiffon 252-3434, rogne vague 252-3442, rose quartz 252-3384, shrimp 252-3418</i>  |          |            |           |        |          |
| mascara  |          |            | 13.99(6)  | S      | ...      |
| great lash   |          |            |           |        |          |
| <i>brownish black 252-3736, royal blue 252-3751, soft black 252-3769</i>   |          |            |           |        |          |
| great lash waterproof  |          |            | 13.99(6)  | S      | ...      |
| <i>black 261-2372, brown 261-2380</i>  |          |            |           |        |          |
| lash discovery   |          |            | 29.71(6)  | S      | ...      |
| <i>black 282-0512</i>  |          |            |           |        |          |
| volum' express   |          |            |           |        |          |
| standard   |          |            | 19.08(6)  | S      | ...      |
| <i>brownish grey 252-3397, dark brown 252-3389</i>   |          |            |           |        |          |
| natural brow pencil  |          |            | 5.28(3)   | S      | ...      |
| <i>brunette 252-3967, honey brown 252-3983</i>   |          |            |           |        |          |
| face make-up   |          |            |           |        |          |
| 3 in 1 stick foundation  |          |            | ...       | S      | 3.99     |
| <i>faux 266-1510, natural beige 263-7395, sand 263-7429</i>  |          |            |           |        |          |
| non stop foundation  |          |            | 25.46(6)  | S      | 5.99     |
| <i>tan 272-8939</i>  |          |            |           |        |          |
| lip make-up  |          |            |           |        |          |
| lip liner  |          |            | 7.41(3)   | S      | ...      |
| lip express  |          |            |           |        |          |
| <i>pure blue 270-9129</i>  |          |            |           |        |          |
| lipstick   |          |            |           |        |          |
| hydra stay   |          | 268-9347   | 8.48(3)   | S      | ...      |
| moisture whip  |          |            | 8.48(3)   | S      | ...      |
| <i>amethyste 279-7801, autumn rose 260-3181, burgundy 260-3082, caramel cream 268-8877, cherry brown 260-3116, coffee bean 260-3231, creamy cassia 260-3058, fuchsia 268-8810, golden sienna 260-3207, icy beige 260-3140, madder red 268-8828, metallic brown 268-8851, pink perle 260-3173, real rasin 260-3090, red passion 268-8836, sweet nectarine 268-8844</i>              |          |            |           |        |          |
| watershine   |          |            | 11.66(3)  | S      | ...      |
| <i>cranberry sherbert 278-1201</i>   |          |            |           |        |          |
| nail care  |          |            |           |        |          |
| express finish   |          |            | 8.48(4)   | S      | ...      |
| <i>aqua 268-8984, barely pink 252-5244, cafe au lait 252-5285, frosted copper 268-8935, golden chocolate 268-8927, happy orange 268-8950, just pink 268-8976, marble 252-5277, pearly pink 268-8968, pure gold 268-8885, red alert 252-5038, red berries 268-8901, safari green 268-8919, truly mauve 252-5194, not tinner 252-4999, white silk 252-5053, wild violet 252-5111</i> |          |            |           |        |          |
| Ultra Lasting  |          |            | 8.48(3)   | S      | ...      |
| <i>angelic white 268-8711, baby doll 268-8703, crystal clear 268-8679, deep red 268-8737, frosted rose 268-8687, hot pink 268-8752, lilac pear 270-9145, porcelain 268-8661, rich ruby 268-8745, silver beige 268-8802, touch of taupe 268-8786, brown berry 268-8729, creamy cocoa 268-8778, passionate red 283-8266</i>  |          |            |           |        |          |
| <b>OMRON</b> (Omron Healthcare UK)   |          |            |           |        |          |
| blood pressure monitors  |          |            |           |        |          |
| wrist  |          | RX2        | 284-7861  | 38.27  | S 59.95  |
| <b>ORGANICS</b> (Lever Faberge)  |          |            |           |        |          |
| Color Activ  |          |            |           |        |          |
| shampoo  |          | 200ml      | 283-2384  | ...    | S 2.49   |
| conditioner  |          | 200ml      | ...       | S      | 2.19     |
| <i>hydra purity 283-2400</i>   |          |            |           |        |          |
| shampoo  |          | 200ml      | ...       | S      | 2.19     |
| <i>hydra purity 283-2392</i>   |          |            |           |        |          |
| Vital Anti-Age conditioner   |          | 200ml      | 283-2582  | ...    | S 2.49   |
| Vital Anti-Age shampoo   |          | 200ml      | ...       | S      | 2.49     |
| <i>body &amp; thickness 283-2418, strength &amp; softness 283-2434</i>   |          |            |           |        |          |
| <b>PARACETAMOL</b> (see Beechams)  |          |            |           |        |          |
| <b>PHENYLEPHRINE</b> (see Beechams)  |          |            |           |        |          |

|  |  | PIP code | Trade    | VAT        | Retail |           |
|--|--|----------|----------|------------|--------|-----------|
|  | PONSTAN (Chemidex Pharma)                      |          |          |            |        |           |
|  | (distributors Farillon)                        |          |          |            |        |           |
|  | capsules                                       |          |          |            |        |           |
|  | 250mg  | 100      | 022-4162 | 8.17       | S      | POM       |
|  | PONSTAN FORTE (Chemidex Pharma)                |          |          |            |        |           |
|  | (distributors Farillon)                        |          |          |            |        |           |
|  | tablets  |          |          |            |        |           |
|  | 500mg  | 100      | 047-0922 | 15.72      | S      | POM       |
|  | QUEST (Quest Vitamins)                         |          |          |            |        |           |
|  | synergistic minerals                           |          |          |            |        |           |
|  | energy nutrient complex                        |          |          |            |        |           |
|  | tablets  | 60       | 284-8760 | ...        | S      | 15.99     |
|  | QX PRESTIGE SMART SYSTEM (DiagnoSys Medical)   |          |          |            |        |           |
|  | Effective January 01                           |          |          |            |        |           |
|  | blood glucose monitoring system                |          | 284-8547 | 9.38       | S      | 12.50     |
|  | ROACCUTANE (Roche)                             |          |          |            |        |           |
|  | capsules                                       |          |          |            |        |           |
|  | 20mg   | 56       | 209-7103 | 50.21      | S      | ... POMHP |
|  |  | 60       | 284-9024 | 53.80      | S      | ... POMHP |
|  | SECADREX (Aventis Pharma)                      |          |          |            |        |           |
|  | tablets calendar pack                          | 28       | 035-1981 | 189.10(10) | S      | ... POM   |
|  | SECTRAL (Aventis Pharma)                       |          |          |            |        |           |
|  | capsules                                       |          |          |            |        |           |
|  | 100mg  | 84       | 041-5208 | 161.00(10) | S      | ... POM   |
|  | 200mg  | 56       | 048-7017 | 206.30(10) | S      | ... POM   |
|  | tablets  |          |          |            |        |           |
|  | 400mg  | 28       | 038-6045 | 200.20(10) | S      | ... POM   |
|  | SURMONTIL (Aventis Pharma)                     |          |          |            |        |           |
|  | capsules                                       |          |          |            |        |           |
|  | 50mg   | 28       | 038-8678 | 8.51       | S      | ... POM   |
|  | tablets  |          |          |            |        |           |
|  | 10mg   | 28       | 245-4486 | 3.84       | S      | ... POM   |
|  |  | 84       | 239-9988 | 11.49      | S      | ... POM   |
|  | 25mg   | 28       | 245-4478 | 5.06       | S      | ... POM   |
|  |  | 84       | 239-9962 | 15.16      | S      | ... POM   |
|  | SWEET'N LOW (Essentially Sweet)                |          |          |            |        |           |
|  | all natural sugar-free sweets                  |          |          |            |        |           |
|  | blackcurrant drops                             | 60g      | 273-5173 | 7.58(12)   | S      | 0.99      |
|  | butter bonbon                                  | 60g      | 273-5181 | 7.58(12)   | S      | 0.99      |
|  | caribbean crunchy chews                        | 60g      | 273-5165 | 7.58(12)   | S      | 0.99      |
|  | chocolate original                             | 60g      | 273-5140 | 7.58(12)   | S      | 0.99      |
|  | fruit medley                                   | 60g      | 273-5132 | 7.58(12)   | S      | 0.99      |
|  | ice cool mint chews                            | 60g      | 273-5157 | 7.58(12)   | S      | 0.99      |
|  | low-calorie sweetener                          |          |          |            |        |           |
|  | spoon for spoon                                | 40g jar  | 273-5124 | 12.60(12)  | Z      | 1.40      |
|  | tablets  | 200      | 273-5116 | 71.64(36)  | Z      | 2.99      |
|  | T-ZONE (Brodie & Stone)                        |          |          |            |        |           |
|  | cleansing cloths                               |          |          |            |        |           |
|  | foam & clean                                   | 30       | 284-7937 | 3.82       | S      | 5.99      |
|  | TESTODERM (Ferring Pharms)                     |          |          |            |        |           |
|  | (testosterone)                                 |          |          |            |        |           |
|  | transdermal patches                            |          |          |            |        |           |
|  | 6mg/24hrs                                      | 30       | 260-1284 | 53.70      | S      | POM       |
|  | TIELLE PLUS SACRUM (Johnson & Johnson Medical) |          |          |            |        |           |
|  | hydropolymer adhesive dressing                 |          |          |            |        |           |
|  | 15cm x 15cm                                    |          | 284-5550 | 28.10(10)  | S      | ...       |
|  | TIMOTEE (Lever Faberge)                        |          |          |            |        |           |
|  | conditioner                                    | 300ml    |          | ...        | S      | 2.19      |
|  | canonille golden higlihts 283-2293             |          |          |            |        |           |
|  | shampoo  | 250ml    |          | ...        | S      | 1.69      |
|  | canonille golden higlihts 283-2319             |          |          |            |        |           |
|  |  | 400ml    |          | ...        | S      | 2.69 SL   |
|  | canonille golden higlihts 283-2301             |          |          |            |        |           |
|  | VIORMONE (Ferring Pharms)                      |          |          |            |        |           |
|  | transdermal patches                            |          |          |            |        |           |
|  | 5mg/24 hours                                   | 30       | 273-1966 | 53.70      | S      | ... POM   |
|  | WELEDA (Welela)                                |          |          |            |        |           |
|  | Effective January 01                           |          |          |            |        |           |
|  | baby care                                      |          |          |            |        |           |
|  | calendula range                                |          |          |            |        |           |
|  | baby lotion                                    | 150ml    | 244-3125 | 2.76       | S      | 4.50      |
|  | baby moisturiser                               | 75ml     | 205-1522 | 2.76       | S      | 4.50      |
|  | baby oil                                       | 100ml    | 205-1506 | 3.31       | S      | 5.40      |
|  | baby powder                                    | 75g      | 205-1498 | 1.53(6)    | S      | 2.50      |
|  | baby soap                                      | 100g     | 205-1530 | 2.27       | S      | 3.70      |
|  | nappy change cream                             | 75ml     | 205-1514 | 2.76       | S      | 4.50      |
|  | bath & body care                               |          |          |            |        |           |
|  | citrus range                                   |          |          |            |        |           |
|  | bath milk                                      | 100ml    | 205-1639 | 2.76       | S      | 4.50      |
|  | body tone lotion                               | 75ml     | 205-1589 | 2.75       | S      | 4.50      |
|  | deodorant                                      | 30ml     | 070-9394 | 1.41       | S      | 2.30      |
|  |  | 100ml    | 003-6756 | 2.75       | S      | 4.50      |
|  | skin cream                                     | 30ml     | 205-1621 | 2.75       | S      | 4.50      |
|  | foot balm                                      | 75ml     | 046-1814 | 2.75       | S      | 4.50      |
|  | herbal range                                   |          |          |            |        |           |
|  | deodorant                                      | 30ml     | 070-9402 | 1.41       | S      | 2.30      |
|  |  | 100ml    | 029-1351 | 2.75       | S      | 4.50      |
|  | lavender range                                 |          |          |            |        |           |
|  | bath milk                                      | 100ml    | 207-1249 | 2.76       | S      | 4.50      |
|  | mens range                                     |          |          |            |        |           |
|  | after shave balm                               | 100ml    | 238-6142 | 6.07       | S      | 9.90      |
|  | after shave lotion                             | 100ml    | 238-6134 | 6.07       | S      | 9.90      |
|  | eau de cologne                                 | 100ml    | 238-6159 | 6.07       | S      | 9.90      |
|  | shaving cream                                  | 75ml     | 238-6126 | 2.75       | S      | 4.50      |
|  | pine range                                     |          |          |            |        |           |
|  | bath milk                                      | 100ml    | 207-1256 | 2.76       | S      | 4.50      |
|  | rose range                                     |          |          |            |        |           |
|  | rose cream                                     | 30ml     | 238-1374 | 4.77       | S      | 8.00      |
|  | rose soap                                      | 100g     | 238-1457 | 4.77       | S      | 8.00      |
|  | wild rose body oil                             | 100ml    | 238-1390 | 9.52       | S      | 16.00     |
|  | rosemary range                                 |          |          |            |        |           |
|  | bath milk                                      | 100ml    | 207-1264 | 2.76       | S      | 4.50      |
|  | soap   | 100ml    | 207-1272 | 2.27       | S      | 3.70      |
|  | skin food                                      | 75ml     | 238-6118 | 2.75       | S      | 4.50      |
|  | wild rose range                                |          |          |            |        |           |
|  | body lotion                                    | 200ml    | 280-3369 | 9.52       | S      | 16.00     |
|  | cough & tonic elixirs                          |          |          |            |        |           |
|  | Birch  | 200ml    | 010-8241 | 3.75       | S      | 6.30 GSL  |
|  | Blackthorn                                     | 200ml    | 010-9454 | 3.75       | S      | 6.30 GSL  |
|  | cough  | 100ml    | 016-5597 | 2.21       | S      | 3.70 GSL  |
|  |  | 200ml    | 010-9561 | 3.13       | S      | 5.25 GSL  |
|  | Herb & Honey                                   | 100ml    | 091-6445 | 2.21       | S      | 3.70 GSL  |
|  |  | 200ml    | 010-9629 | 3.13       | S      | 5.25 GSL  |
|  | dental care                                    |          |          |            |        |           |
|  | childs tooth gel                               | 50ml     | 245-0377 | 1.01       | S      | 1.65      |
|  | essential oils                                 |          |          |            |        |           |
|  | aniseed  | 10ml     | 207-1306 | 2.63       | S      | 4.30      |
|  | clove  | 10ml     | 207-1348 | 2.63       | S      | 4.30      |
|  | eucalyptus                                     | 10ml     | 207-1355 | 2.63       | S      | 4.30      |
|  | geranium                                       | 10ml     | 207-1363 | 2.63       | S      | 4.30      |
|  | grapefruit                                     | 10ml     | 207-1371 | 2.63       | S      | 4.30      |
|  | lavender                                       | 10ml     | 207-1389 | 2.63       | S      | 4.30      |



|                       |       | PIP code | Trade | VAT | Retail |   |                          |          | PIP code | Trade | VAT   | Retail   |   |
|-----------------------|-------|----------|-------|-----|--------|---|--------------------------|----------|----------|-------|-------|----------|---|
| lemon                 | 10ml  | 207-1397 | 2.63  | S   | 4.30   | a | 30                       | 125      | 028-8829 | 2.22  | S     | 4.50     | a |
| lime                  | 10ml  | 207-1405 | 2.63  | S   | 4.30   | a | Lachesis                 |          |          |       |       |          |   |
| orange                | 10ml  | 207-1413 | 2.63  | S   | 4.30   | a | 6                        | 125      | 002-3184 | 1.88  | S     | 3.80     | a |
| peppermint            | 10ml  | 207-1439 | 2.63  | S   | 4.30   | a | 30                       | 125      | 276-4181 | 2.22  | S     | 4.50     | a |
| pine                  | 10ml  | 207-1447 | 2.63  | S   | 4.30   | a | Ledum                    |          |          |       |       |          |   |
| rosemary              | 10ml  | 207-1454 | 2.63  | S   | 4.30   | a | 6                        | 125      | 002-7797 | 1.88  | S     | 3.80     | a |
| sage                  | 10ml  | 207-1462 | 2.63  | S   | 4.30   | a | 30                       | 125      | 276-4199 | 2.22  | S     | 4.50     | a |
| sweet almond          | 100ml | 207-1496 | 2.63  | S   | 4.30   | a | Lycopodium               |          |          |       |       |          |   |
|                       | 500ml | 207-1504 | 6.62  | S   | 10.80  | a | 6                        | 125      | 006-0566 | 1.88  | S     | 3.80     | a |
| tea tree              | 10ml  | 267-1295 | 2.63  | S   | 4.30   | a | 30                       | 125      | 028-8910 | 2.22  | S     | 4.50     | a |
| ylang ylang           | 10ml  | 207-1488 | 2.63  | S   | 4.30   | a | Merc Sol                 |          |          |       |       |          |   |
| hair care             |       |          |       |     |        |   | 6                        | 125      | 041-3732 | 1.88  | S     | 3.80     | a |
| conditioner           |       |          |       |     |        |   | 30                       | 125      | 028-9009 | 2.22  | S     | 4.50     | a |
| calendula             | 250ml | 244-3133 | 1.96  | S   | 3.20   | a | Mixed Pollen             |          |          |       |       |          |   |
| lemon balm            | 250ml | 238-6100 | 1.96  | S   | 3.20   | a | 30                       | 125      | 045-3092 | 2.22  | S     | 4.50     | a |
| rosemary              | 250ml | 016-6405 | 1.96  | S   | 3.20   | a | Nat Mur                  |          |          |       |       |          |   |
| hair lotion           |       |          |       |     |        |   | 6                        | 125      | 041-5844 | 1.88  | S     | 3.80     | a |
| rosemary              | 100ml | 205-1670 | 2.67  | S   | 4.35   | a | 30                       | 125      | 028-9017 | 2.22  | S     | 4.50     | a |
| shampoo               |       |          |       |     |        |   | Nux Vom                  |          |          |       |       |          |   |
| calendula             | 250ml | 041-7535 | 1.96  | S   | 3.20   | a | 6                        | 125      | 041-5851 | 1.88  | S     | 3.80     | a |
| chestnut              | 100ml | 205-1647 | 2.67  | S   | 4.35   | a | 30                       | 125      | 028-9025 | 2.22  | S     | 4.50     | a |
| lemon balm            | 250ml | 238-6092 | 1.96  | S   | 3.20   | a | Phosphorus               |          |          |       |       |          |   |
| rosemary              | 100ml | 205-1662 | 2.67  | S   | 4.35   | a | 6                        | 125      | 041-8095 | 1.88  | S     | 3.80     | a |
|                       | 250ml | 017-5844 | 1.96  | S   | 3.20   | a | 30                       | 125      | 028-9108 | 2.22  | S     | 4.50     | a |
| homeopathic medicines |       |          |       |     |        |   | Phytolacca               |          |          |       |       |          |   |
| tablets               |       |          |       |     |        |   | 6                        | 125      | 002-7805 | 1.88  | S     | 3.80     | a |
| Aconite               |       |          |       |     |        |   | 30                       | 125      | 276-4207 | 2.22  | S     | 4.50     | a |
| 6                     | 125   | 036-2616 | 1.88  | S   | 3.80   | a | Pulsatilla               |          |          |       |       |          |   |
| 30                    | 125   | 028-7706 | 2.22  | S   | 4.50   | a | 6                        | 125      | 041-9457 | 1.88  | S     | 3.80     | a |
| Actaea Rac            |       |          |       |     |        |   | 30                       | 125      | 028-9298 | 2.22  | S     | 4.50     | a |
| 6                     | 125   | 006-0236 | 1.88  | S   | 3.80   | a | Rhus Tox                 |          |          |       |       |          |   |
| 30                    | 125   | 028-7714 | 2.22  | S   | 4.50   | a | 6                        | 125      | 041-9531 | 1.88  | S     | 3.80     | a |
| Allium Cepa           |       |          |       |     |        |   | 30                       | 125      | 028-9645 | 2.22  | S     | 4.50     | a |
| 6                     | 125   | 048-6530 | 1.88  | S   | 3.80   | a | Ruta Grav                |          |          |       |       |          |   |
| Apis Mel              |       |          |       |     |        |   | 6                        | 125      | 042-3343 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 036-8480 | 1.88  | S   | 3.80   | a | 30                       | 125      | 028-9652 | 2.22  | S     | 4.50     | a |
| 30                    | 125   | 028-7722 | 2.22  | S   | 4.50   | a | Sepia                    |          |          |       |       |          |   |
| Argent Nit            |       |          |       |     |        |   | 6                        | 125      | 006-0574 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 037-0122 | 1.88  | S   | 3.80   | a | 30                       | 125      | 028-9769 | 2.22  | S     | 4.50     | a |
| 30                    | 125   | 028-7730 | 2.22  | S   | 4.50   | a | Silicea                  |          |          |       |       |          |   |
| Arnica                |       |          |       |     |        |   | 6                        | 125      | 042-3350 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 037-0189 | 1.88  | S   | 3.80   | a | 30                       | 125      | 028-9777 | 2.22  | S     | 4.50     | a |
| 30                    | 125   | 028-7748 | 2.22  | S   | 4.50   | a | Sulphur                  |          |          |       |       |          |   |
| Arsen Alb             |       |          |       |     |        |   | 6                        | 125      | 042-3376 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 037-0197 | 1.88  | S   | 3.80   | a | 30                       | 125      | 028-9785 | 2.22  | S     | 4.50     | a |
| 30                    | 125   | 028-7763 | 2.22  | S   | 4.50   | a | Symphytum                |          |          |       |       |          |   |
| Belladonna            |       |          |       |     |        |   | 6                        | 125      | 003-3621 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 037-2276 | 1.88  | S   | 3.80   | a | 30                       | 125      | 276-4215 | 2.22  | S     | 4.50     | a |
| 30                    | 125   | 028-7771 | 2.22  | S   | 4.50   | a | Thuja                    |          |          |       |       |          |   |
| Bellis Perennis       |       |          |       |     |        |   | 6                        | 125      | 006-0699 | 1.88  | S     | 3.80     | a |
| 6                     | 125   | 042-3368 | 1.88  | S   | 3.80   | a | 30                       | 125      | 028-9819 | 2.22  | S     | 4.50     | a |
| Bryonia               |       |          |       |     |        |   | Urtica Urens             |          |          |       |       |          |   |
| 6                     | 125   | 037-2292 | 1.88  | S   | 3.80   | a | 6                        | 125      | 040-9615 | 1.88  | S     | 3.80     | a |
| 30                    | 125   | 028-7789 | 2.22  | S   | 4.50   | a | 30                       | 125      | 276-4231 | 2.22  | S     | 4.50     | a |
| Calc. Carb            |       |          |       |     |        |   | natural medicines        |          |          |       |       |          |   |
| 6                     | 125   | 037-3423 | 1.88  | S   | 3.80   | a | arnica massage balm      | 50ml     | 020-0287 | 2.50  | S     | 4.20     | a |
| 30                    | 125   | 028-7797 | 2.22  | S   | 4.50   | a | 100ml                    | 028-2319 | 4.14     | S     | 6.95  | a        |   |
| Calc. Fluor           |       |          |       |     |        |   | compounds                |          |          |       |       |          |   |
| 6                     | 125   | 028-9827 | 1.88  | S   | 3.80   | a | Avena Sativa             | 25ml     | 028-7045 | 2.86  | S     | 4.80 GSL | a |
| 30                    | 125   | 028-7805 | 2.22  | S   | 4.50   | a | Melissa                  | 25ml     | 027-8556 | 2.86  | S     | 4.80 GSL | a |
| Calc. Phos            |       |          |       |     |        |   | Conchae 5% Comp          |          |          |       |       |          |   |
| 6                     | 125   | 028-9835 | 1.88  | S   | 3.80   | a | tablets                  | 100      | 028-7458 | 2.95  | S     | 4.95     | a |
| 30                    | 125   | 028-7862 | 2.22  | S   | 4.50   | a | drops                    |          |          |       |       |          |   |
| Cantharis             |       |          |       |     |        |   | Chamomilla 3X            | 25ml     | 001-1015 | 2.86  | S     | 4.80 GSL | a |
| 6                     | 125   | 037-3431 | 1.88  | S   | 3.80   | a | Feverfew 6X              | 25ml     | 017-4060 | 2.86  | S     | 4.80 GSL | r |
| 30                    | 125   | 028-7904 | 2.22  | S   | 4.50   | a | Infludo                  | 25ml     | 207-1900 | 4.11  | S     | 6.90 POM | a |
| Carbo Veg             |       |          |       |     |        |   | Pertudoron 1             | 25ml     | 207-1991 | 4.11  | S     | 6.90 POM | a |
| 6                     | 125   | 038-2739 | 1.88  | S   | 3.80   | a | Erysideron 2 tablets     | 100      | 029-0338 | 2.95  | S     | 4.95     | a |
| 30                    | 125   | 028-7912 | 2.22  | S   | 4.50   | a | lotions                  |          |          |       |       |          |   |
| Causiticum            |       |          |       |     |        |   | Arnica                   | 50ml     | 028-6997 | 2.86  | S     | 4.80     | a |
| 6                     | 125   | 001-5313 | 1.88  | S   | 3.80   | a | 500ml                    | 207-1512 | 13.70    | S     | 23.00 | a        |   |
| 30                    | 125   | 276-4157 | 2.22  | S   | 4.50   | a | Calendula                | 50ml     | 028-7227 | 2.86  | S     | 4.80     | a |
| Chamomilla            |       |          |       |     |        |   | Combudoron               | 50ml     | 028-7292 | 2.86  | S     | 4.80     | a |
| 30                    | 125   | 001-5099 | 2.22  | S   | 4.50   | a | Larch Resin              | 50ml     | 028-7557 | 2.86  | S     | 4.80     | a |
| Cina                  |       |          |       |     |        |   | medicinal gargle         | 50ml     | 207-1934 | 2.86  | S     | 4.80     | a |
| 6                     | 125   | 001-5107 | 1.88  | S   | 3.80   | a | Mercurus Cyanat 4X drops | 25ml     | 207-1959 | 4.11  | S     | 6.90 POM | a |
| Cocculus              |       |          |       |     |        |   | ointments                |          |          |       |       |          |   |
| 6                     | 125   | 001-9448 | 1.88  | S   | 3.80   | a | Arnica                   | 25g      | 029-7911 | 2.32  | S     | 3.90     | a |
| Coffea                |       |          |       |     |        |   | Calendolon               | 25g      | 006-0210 | 2.32  | S     | 3.90     | a |
| 6                     | 125   | 002-2897 | 1.88  | S   | 3.80   | a | Combudoron               | 25g      | 028-7342 | 2.32  | S     | 3.90     | a |
| 30                    | 125   | 276-4165 | 2.22  | S   | 4.50   | a | Copper                   | 25g      | 027-6709 | 2.32  | S     | 3.90     | a |
| Colocynthis           |       |          |       |     |        |   | Hypericum/Calendula      | 25g      | 017-4243 | 2.32  | S     | 3.90     | a |
| 6                     | 125   | 002-3010 | 1.88  | S   | 3.80   | a | Larch Resin              | 25g      | 028-7623 | 2.32  | S     | 3.90     | a |
| 30                    | 125   | 276-4173 | 2.22  | S   | 4.50   | a | Rhus Tox                 | 25g      | 017-4318 | 2.32  | S     | 3.90     | a |
| Cuprum Met            |       |          |       |     |        |   | Ruta                     | 25g      | 018-1602 | 2.32  | S     | 3.90     | a |
| 6                     | 125   | 006-0244 | 1.88  | S   | 3.80   | a | Phosphorus/Tart          | 25ml     | 207-2015 | 4.11  | S     | 6.90 POM | a |
| 30                    | 125   | 028-7938 | 2.22  | S   | 4.50   | a | pillules                 |          |          |       |       |          |   |
| Drosera               |       |          |       |     |        |   | Chamomilla 3X            | 15g      | 027-6584 | 2.65  | S     | 4.45     | a |
| 6                     | 125   | 006-0251 | 1.88  | S   | 3.80   | a | Ferrum Phosphate Co      | 7g       | 207-1637 | 2.86  | S     | 4.80 POM | a |
| 30                    | 125   | 028-7946 | 2.22  | S   | 4.50   | a | spray                    |          |          |       |       |          |   |
| Euphrasia             |       |          |       |     |        |   | Combudoron               | 30ml     | 070-9311 | 1.61  | S     | 2.70     | d |
| 6                     | 125   | 006-0277 | 1.88  | S   | 3.80   | a | tablets                  |          |          |       |       |          |   |
| 30                    | 125   | 028-8100 | 2.22  | S   | 4.50   | a | Arnica 6X                | 100      | 027-6519 | 2.95  | S     | 4.95     | a |
| Ferrum Phos           |       |          |       |     |        |   | Bidor 1%                 | 100      | 028-7052 | 2.95  | S     | 4.95     | a |
| 6                     | 125   | 006-0285 | 1.88  | S   | 3.80   | a | Bidor 5%                 | 50       | 000-3178 | 2.21  | S     | 3.70     | a |
| 30                    | 125   | 028-8134 | 2.22  | S   | 4.50   | a |                          | 100      | 027-6568 | 2.95  | S     | 4.95     | a |
| Gelsemium             |       |          |       |     |        |   | Carbo Betula 3X          | 100      | 207-1546 | 2.95  | S     | 4.95     | a |
| 6                     | 125   | 039-4908 | 1.88  | S   | 3.80   | a | Carvon                   | 100      | 207-1553 | 2.95  | S     | 4.95     | a |
| 30                    | 125   | 028-8167 | 2.22  | S   | 4.50   | a | Cinnabar 20X             | 100      | 207-1579 | 2.95  | S     | 4.95     | a |
| Graphites             |       |          |       |     |        |   | Feverfew 6X              | 125      | 017-1579 | 2.95  | S     | 4.95     | a |
| 6                     | 125   | 006-0400 | 1.88  | S   | 3.80   | a | Fragador                 | 100      | 028-7490 | 2.95  | S     | 4.95     | a |
| 30                    | 125   | 028-8456 | 2.22  | S   | 4.50   | a | Fragana/Vitis            | 100      | 207-1892 | 3.28  | S     | 5.50     | a |
| Hamaealis             |       |          |       |     |        |   | Lapis/Cancru/Silica      | 100      | 207-1918 | 4.11  | S     | 6.90     | a |
| 6                     | 125   | 006-0426 | 1.88  | S   | 3.80   | a | Laxadoron                | 100      | 028-7656 | 2.95  | S     | 4.95     | a |
| 30                    | 125   | 028-8506 | 2.22  | S   | 4.50   | a | Nausyn                   | 100      | 207-1967 | 3.28  | S     | 5.50 POM | a |
| Hepar Sulph           |       |          |       |     |        |   | pharmacy only medicines  |          |          |       |       |          |   |
| 6                     | 125   | 006-0442 | 1.88  | S   | 3.80   | a | Aconite/Bryonia          | 25ml     | 207-1587 | 4.11  | S     | 6.90 P   | a |
| 30                    | 125   | 028-8530 | 2.22  | S   | 4.50   | a | compounds                |          |          |       |       |          |   |
| Hypericum             |       |          |       |     |        |   | Bolus Eucalypti          | 50g      | 207-1520 | 4.11  | S     | 6.90 P   | a |
| 6                     | 125   | 039-4916 | 1.88  | S   | 3.80   | a | Onopordon A              | 25ml     | 207-1975 | 4.11  | S     | 6.90 P   | a |
| 30                    | 125   | 028-8555 | 2.22  | S   | 4.50   | a | Onopordon B              | 25ml     | 207-1983 | 4.11  | S     | 6.90 P   | a |
| Ignatia               |       |          |       |     |        |   | Cough drops              | 25ml     | 029-0163 | 2.86  | S     | 4.80 P   | a |
| 6                     | 125   | 039-4924 | 1.88  | S   | 3.80   | a | creams                   |          |          |       |       |          |   |
| 30                    | 125   | 028-8647 | 2.22  | S   | 4.50   | a | Catarrh                  | 25g      | 029-0148 | 2.32  | S     | 3.90 P   | a |
| Ipecac                |       |          |       |     |        |   | frost                    | 25g      | 029-0379 | 2.32  | S     | 3.90 P   | a |
| 6                     | 125   | 039-4932 | 1.88  | S   | 3.80   | a | drops                    |          |          |       |       |          |   |
| 30                    | 125   | 028-8670 | 2.22  | S   | 4.50   | a | Choleodoron              | 25ml     | 207-1561 | 4.11  | S     | 6.90 P   | a |
| Kali Bich             |       |          |       |     |        |   | Cratageus Co             | 25ml     | 207-1595 | 3.99  | S     | 6.70 P   | d |
|                       |       |          |       |     |        |   |                          |          |          |       |       |          |   |



|                         |        | PIP code | Trade | VAT | Retail |   |  |         | PIP code | Trade     | VAT | Retail |   |
|-------------------------|--------|----------|-------|-----|--------|---|--|---------|----------|-----------|-----|--------|---|
| Menodoron               | 25ml   | 207-1942 | 2.86  | S   | 4.80 P | a | facial oil                                   | 50ml    | 205-1449 | 3.64      | S   | 5.95   | a |
| Pertudoron 2            | 25ml   | 207-2007 | 4.11  | S   | 6.90 P | a | moisturising cream                           | 30ml    | 205-1456 | 3.64      | S   | 5.95   | a |
| Rheumadoron 1           | 25ml   | 207-2031 | 2.86  | S   | 4.80 P | a | ins range                                    |         |          |           |     |        |   |
| Rheumadoron 102A        | 25ml   | 013-9444 | 2.86  | S   | 4.80 P | a | cleansing lotion                             | 100ml   | 260-4593 | 2.82      | S   | 4.60   | a |
| Rheumadoron 2           | 25ml   | 207-2049 | 4.11  | S   | 6.90 P | a | day cream                                    | 30ml    | 260-4601 | 3.44      | S   | 5.60   | a |
| Dulcamara/Lysamachia    | 25ml   | 207-1611 | 2.86  | S   | 4.80 P | a | facial masque                                | 30ml    | 260-4619 | 2.82      | S   | 4.60   | a |
| dusting powder          |        |          |       |     |        |   | facial toner                                 | 100ml   | 238-6167 | 2.82      | S   | 4.60   | a |
| W.C.S.                  | 50g    | 019-0140 | 2.86  | S   | 4.80 P | a | intensive treatment                          |         |          |           |     |        |   |
| ointments               |        |          |       |     |        |   | masque                                       | 30ml    | 260-4627 | 3.44      | S   | 5.60   | a |
| Antimony                | 25g    | 028-9892 | 2.32  | S   | 3.90 P | a | moisturising cream                           | 30ml    | 003-5527 | 3.44      | S   | 5.60   | a |
| Balsamicum              | 25g    | 028-9934 | 2.32  | S   | 3.90 P | a | night cream                                  | 30ml    | 003-5543 | 3.44      | S   | 5.60   | a |
| Dermatoron              | 25g    | 012-7381 | 2.32  | S   | 3.90 P | a | soap   | 100g    | 003-5832 | 2.27      | S   | 3.70   | a |
| Gencydo                 | 25g    | 029-0452 | 2.32  | S   | 3.90 P | a | lip balm                                     | 7ml     | 217-2963 | 2.75      | S   | 4.50   | a |
| Rheumadoron             | 25g    | 015-9533 | 2.32  | S   | 3.90 P | a | specialist skin care                         |         |          |           |     |        |   |
| Olcum Rhinale           | 15ml   | 028-7664 | 2.86  | S   | 4.80 P | a | Aknedoron lotion                             | 100ml   | 049-3767 | 2.20      | S   | 3.60   | a |
| tablets                 |        |          |       |     |        |   | deep cleanser                                | 100ml   | 022-5896 | 2.20      | S   | 3.60   | a |
| Apatite 6X Comp         | 100    | 028-6591 | 2.95  | S   | 4.95 P | a | WELLAND (Clinmed)                            |         |          |           |     |        |   |
| Cinnabar 20X/Pyrites 3X | 100    | 027-6675 | 2.95  | S   | 4.95 P | a | Silhouette 2 Uro                             |         |          |           |     |        |   |
| Digestodoron            | 100    | 029-0312 | 2.95  | S   | 4.95 P | a | 2 piece urostomy pouch                       |         |          |           |     |        |   |
| Ferrum Siderum 6X       | 100    | 028-7482 | 2.95  | S   | 4.95 P | a | with soft backing                            |         |          | 24.50(10) | S   | ...    | • |
| Pyrites 3X              | 100    | 207-2023 | 3.28  | S   | 5.50 P | a | unu745 clear 284-7564, unu945 beige 284-7572 |         |          |           |     |        | i |
| Scleron                 | 100    | 207-2056 | 4.11  | S   | 6.90 P | a | hydrocollord flange                          |         |          |           |     |        |   |
| Vitis Co                | 100    | 207-2064 | 4.11  | S   | 6.90 P | a | 45mm   | UUU 413 | 284-7556 | 12.21(5)  | S   | ...    | • |
| skin care               |        |          |       |     |        |   | WISDOM (Wisdom)                              |         |          |           |     |        |   |
| almond range            |        |          |       |     |        |   | (distributors Ceuta Healthcare)              |         |          |           |     |        |   |
| cleansing lotion        | 75ml   | 260-4635 | 2.30  | S   | 3.75   | a | dental floss                                 | 75m     | 284-7697 | 6.74(12)  | S   | 0.99   | • |
| facial masque           | 3x10ml | 260-4643 | 3.64  | S   | 5.95   | a |  |         |          |           |     |        |   |

## Amendments to list of Manufacturers and Distributors

**Celltech Pharmaceuticals Ltd** c  
(Code 3651)  
208 Bath Road  
Slough  
Berkshire SL1 3WE  
Tel: 01753 447544  
Fax: 01753 447604

**Chiron Corporation Ltd** c  
(Code 107)  
Park Lane  
Cranford  
Hounslow  
Middlesex TW5 9RR  
Tel: 020-8580 4040  
Fax: 020-8580 4001

**Chiron UK Ltd** d  
(Code 1092)  
Salamander Quay West  
Park Lane  
Harefield  
Middlesex UB9 6NY  
Tel: 01895 824087  
Fax: 01895 824965

**Crookes Healthcare Ltd** c  
(Code 2712)  
D80 Building  
Thane Road  
Nottingham  
Nottinghamshire NG90 1LP  
Tel: 0115 953 9922  
Fax: 0115 968 8722

**Kruger UK Ltd** d  
(Code 3654)  
Wellington House  
Delamere Street  
Crewe  
Cheshire CW1 2LZ  
Tel: 01270 588333  
Fax: 01270 588665

**Pelican Healthcare Ltd** c  
(Code 300)  
Cardiff Business Park  
Cardiff  
South Glamorgan CF14 5WF  
Tel: 029-2074 7000  
Fax: 029-2074 7001

**Spectacular Cosmetics Ltd** d  
(Code 2940)  
Spectacular House  
Strathcona Road  
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2. How does the market value your goodwill?
3. How do you get paid by the PPA? If they are aware that it is in arrears do they know approximately how far in arrears the payments are?
4. What is the average value of stock held by a pharmacy business of similar size to yours?
5. Does your accountant prepare quarterly management accounts so that you know what profit you are making, what tax you will have to pay, and discuss your profit margins with you so that you can work towards improving these?
6. Is your top rate of tax 40% if so why when you could be paying only 20%?
7. Does your accountant have contacts in the pharmaceutical industry with stock takers, EPOS providers, shop fitters, purchase/sale agents, sources of finance etc specifically for pharmacists?

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Kevin Kerr

**Andrea Robinson**, chair of the Welsh Executive of the Royal Pharmaceutical Society, has been appointed to the newly established panel that will advise the National Assembly for Wales on substance abuse issues. Pharmacist **Madeleine Keyworth** has been appointed chairman of the Doncaster and South Humberside NHS Trust. She was formerly chair of South Humberside HA. **Simon Clark** has been appointed commercial director at Ivax Pharmaceuticals, with responsibility for sales and marketing in the UK across both the branded and generic divisions. **Amanda Lealman** has been appointed customer

loyalty manager. **Joanne Shaw** is to be the new director of a concordance and patient partnership programme based at the Royal Pharmaceutical Society. The programme will focus on how partnership between patients and prescribers can improve patients' health and quality of life, as well as making better use of NHS resources. There have been a raft of new appointments at Phoenix Healthcare. As a result of **David Heron** being appointed general manager for Scotland, **Ged Kelly** has taken responsibility for the Burnley and Penrith depots. **Ken**

**Greer** moves from Burnley and becomes responsible for the York and Derby depots and also takes PHD's medical division in Sheffield under his wing. **Chris Hadlington** is now responsible for Cambridge and Stirechley. Phoenix has streamlined its ethical buying operation. **Kevin Kerr** will oversee buying for the Glasgow and Aberdeen depots; **Angela Dove** will handle York and Derby and **Scott Lewis** Cambridge and Stirechley. Phoenix has also appointed a number of new depot managers. **David Blacklock** has been promoted to the top job at Burnley. **David Aitken** becomes depot manager in Glasgow, **Les Gray** in Penrith, **David Whiston** in Stirechley, and **Glyn Davies** in Portsmouth.

## Christmas crackers bare (not quite) all for charity

If you want to raise some money for charity and attract publicity for your pharmacy you could do worse than follow the example of the staff at Trent Health Enterprises pharmacy in Werrington, near Stoke-on-Trent. Mind you, you might need a bit of bare faced cheek...

What started out as a mad idea – a bit of a dare – has turned into something of a money spinner after five members of staff, including pharmacist Sue Adams, decided to give their customers a treat by stripping off to pose for a charity calendar.

Quite what effect the calendar is having on the blood pressure of the pharmacy's customers is not known, but demand from regulars has already led to a reprint, and £800 has been raised for the Douglas Macmillan Hospice in Burton. The cellophane-wrapped



Left to right: Chemist Crackers Chris Knapper and Lyndsay Callcutt, alleged to be instigators of the project, with pharmacist Sue Adams, Mandy Simcock and Hayley Dale

calendars are on sale at £4, and there is no peeking. "We want money up front," says Sue Adams.

What makes the calendar a collector's item is that it is probably the only one of its genre to be shot in a pharmacy. The staff stayed behind one evening after work and, fortified with the

odd glass of wine, posed for photographer Ann Barker, a part-time member of staff. "It's all very tongue in cheek," says pharmacist Sue. "Nobody thought we would go ahead..." Word of the women's exploits has earned them coverage on a local radio station and even a phonecall from the *Sunday Sport*.

The shy retiring feller back left waving the large cheque is Alistair Farquhar, group pharmacist at Lincoln Co-op. He is helping Stuart Parker, the Co-op's vice president (on his bike), hand out awards from the Lincoln Co-op Healthcare Fund to deserving causes. In 2001 33 projects across the county benefited to the tune of £23,000

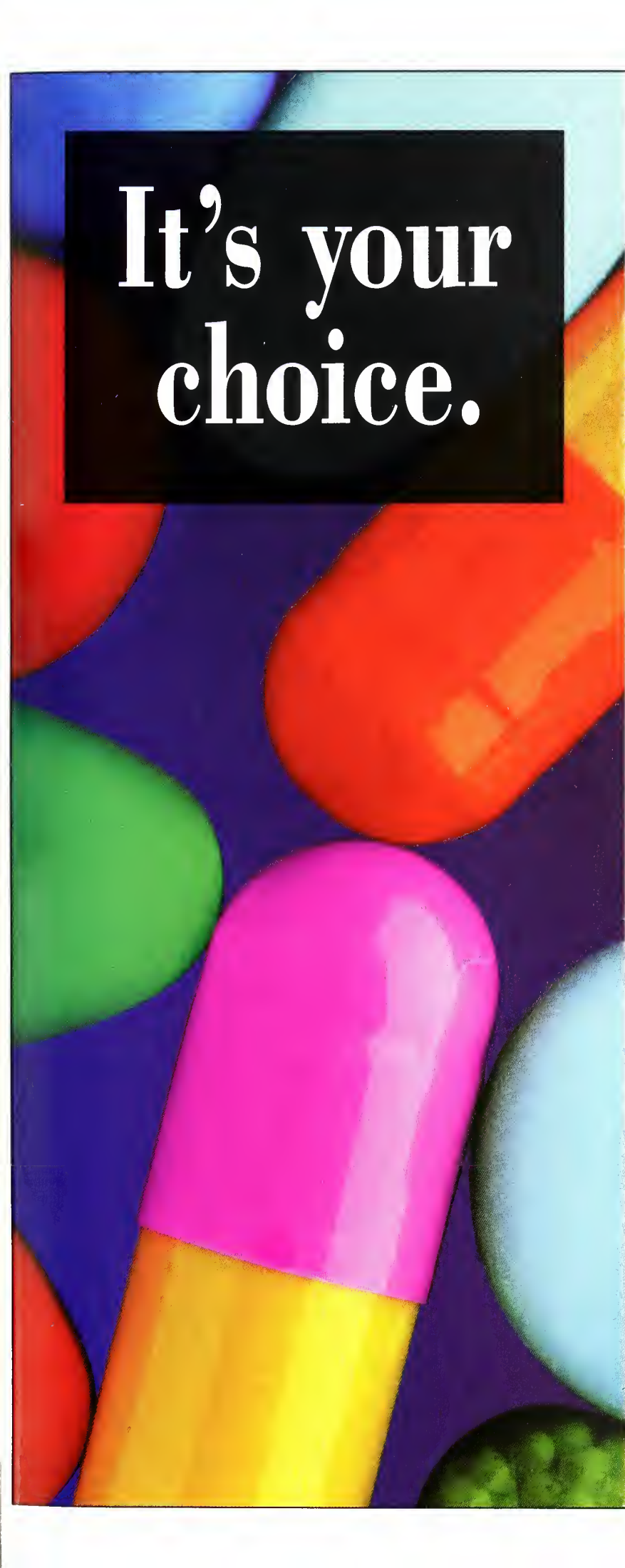


## A message from Scrooge...

Our Members of Parliament continue to battle to extend exemption from prescription charges to the unfortunate 10-15 per cent of those who still have to pay. However, Tim Heald got little comfort when he asked in a written parliamentary question what plans the Secretary of State for Health has to introduce exemption from charges for those persons who suffer from severe mental illness.

Jaqui Smith told him: "Our policy is to give priority to helping those who may have difficulty in paying charges, rather than extending the exemption arrangements to people with other medical conditions."





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